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# DRUG & CHEMICAL MARKETS

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VOL. IX

NEW YORK, DECEMBER 14, 1921

No. 24

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New York, N. Y.

ISSUED EVERY WEDNESDAY

# DRUG & CHEMICAL MARKETS

ESTABLISHED IN SEPTEMBER 1914 AS "WEEKLY DRUG MARKETS"

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## WHAT IS A CHEMIST?

Great Britain has been so long vexed by lack of identity of chemist that it is now proposed to settle the argument once and for all by legislative enactment in much the same manner as in the medical and pharmaceutical professions. The Pharmacy Acts Amendment Bill, now before Parliament, proposes that after January 1, 1925, no one shall be allowed to apply the term "chemist" to himself who has not passed the examinations to be prescribed by the Institute of Chemistry. The difference between the pharmacist and the chemist is emphasized, and the bill looks to the establishment of a definite professional standard for chemists in a manner somewhat similar to that employed in other professions, law, medicine and pharmacy.

A movement of the kind, without appeal to the government, was started in this country some two years ago, lack of definite leadership, and disagreement as to whether such classification is within the scope of the American Chemical Society, or should be better administered by an external agency, have brought the movement to a halt without accomplishing anything of real importance. Certainly there is much of good to be accomplished by recognizing the real chemists and withholding that recognition from the many shysters who occasionally mullet the unsuspecting public unmercifully by the use of wildly improbable, not to mention impossible alchemical schemes.

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## JOBS

Two years ago when an employer wanted an employee, the request was generally, "Where can I get a man?" No further specifications, just "a man." Since then came the long period when employment wants have been reversed and jobs, not men, were at a premium. Admittedly we have not changed from the latter condition yet, but occasionally there is a request for men these days couched rather differently than formerly.

Two years ago, meaning before the present employment slump, the employer was generally so badly in need of someone that he was unwilling to undertake to train him in the good old-fashioned way into the ways of the existing organization. The requirements for a position as salesman were that the applicant be able to read and write English, that he have sold something before, if only a newspaper, and that he be able to learn the patter of the trade with its manifold abbreviations. A few weeks as office boy or in some similar position with a rival firm was, of course, desirable but not essential. The job, after it was achieved, amounted to little more than putting telephone conversations on paper,

and a natural or acquired ability to keep up a bluff and absorb gossip.

The other day an employer, who is building a chemical sales organization, requested that if we knew a good young man we send him for an interview. Mindful of the advantage which technical training gives a salesman, a man with training in chemistry but without preconceived ideas on salesmanship was recommended—admirable material, we thought, to mould into a new sales organization, and one who was willing to admit his lack of knowledge, and work to remedy the difficulty. Both the interviewer and interviewed were well impressed, but a very essential difference was developed in the point of view of the employer from that expected, and it seems that it is logical enough to warrant notice.

The company is one of the oldest and largest doing a general import and export business, and all new employees must be put through a thorough course of menial labor while learning the details of the organization which they would later be called upon to represent to the world. Long months of training as a billing clerk, traffic clerk, and what-not, at wages which seem ridiculous in this day and time, were required to give the prospective salesman a true concept of the thing of which he was to become a part. The low wages proved a stumbling block to the prospective beginner, but that is aside from the point. The war is popularly supposed to have changed everything; but here is a concrete illustration of a return to things exactly as they were. Probably the best salesman in the country could not have landed this particular job unless it so happened that he had had just such a course of moulding before with a similar organization. Businesses that are being built now are being built for permanence, and it is only by such methods that the permanence of an organization can be assured.

#### UNDERSELLING ON DENATURED ALCOHOL

Simultaneously with the announcement that several of the leading producers of denatured alcohol had advanced their prices a week or so ago, came reports that a number of small Mid-Western distilleries were offering out Formulas Nos. 5 and 6 at figures which approximated some 30¢ per gallon. The advance in price by the big distilleries brought quotations to a level of 45¢ to 47¢. An Ethiopian in the woodpile is quite apparent.

With the chief consuming season about here, and the heavy excess supplies carried over from a year ago, reported fairly well eliminated, underselling the market by thirty per cent or more does not appear logical. In more than one instance, rumors have been current in New York that former whiskey distilleries now in the alcohol business, have been cutting prices in denatured alcohol, and other products made from alcohol, in order that their sales of pure ethyl alcohol might not show so large in proportion to other classes of business. In fact, reports indicate that by "special arrangement," business on denatured

alcohol, and ether has been done far under the cost of production.

If this is the case, the Prohibition Commissioner at Washington as well as the Prohibition "Boss," Wayne B. Wheeler, certainly ought to know it. They might well concentrate their efforts on a few of the recent arrivals in the field of ethyl alcohol production. More particularly do we recommend that they go after the denatured alcohol sellers who do business under cost, as this sort of procedure is suspicious, to say the least. To disrupt a market, to attempt to smash values, in order to serve a selfish purpose, is contemptible, but to jeopardize the good name of a whole industry by these more than suspicious tactics, is worse. If Mr. Haynes would concentrate a small effort to clean out these price-cutting, "back-door" specialists, and cease making life miserable for the long established and legitimate houses, the whole chemical industry would be well served.

#### UREA

Chemical history indicates that urea was the first organic product ever synthesized. It marked the first step in what is to-day the great world-wide industry of synthetic-organic-chemistry. The Emergency Tariff Act, passed some six months ago, prohibits—in theory, at least—the importation of synthetic-organic-chemicals, except on license. Yet, during the period since its passage, sufficient urea has been brought into the United States at prices sufficiently low to drive the American product off American markets. Kuttroff, Pieckhardt & Co. brought in 55 cases last week. Of all products, urea heads the list of synthetic-organic compounds, the first ever to be manufactured synthetically anywhere. Its history is common knowledge among the chemically informed. Sad to relate, however, somewhere in the group which enforces the Emergency Tariff Act, the belief that urea is not a synthetic-organic-chemical apparently exists, for licenses have been issued on more than one occasion for its importation from abroad.

The fact that urea was first made synthetically almost a hundred years ago, in 1828 to be exact, by Wohler, is no reason why the product should have lost caste as a synthetic organic in the eyes of the Drug & Chemical Control Section of the State Department.

No one has yet suggested disarmament for the price warriors of the chemical trade. Do not the terrible losses of the campaign on Salicylica, with its bloody battle of Aspirin, the siege of Beta-naphthol, the fierce fights with the Bromide pirates, and the air raids over the oil fields of Aniline, each strike a sympathetic chord in the hearts of the world?

Progress everywhere! Even the far-famed Pacific Coast Borax Co.'s twenty-mule team must defend its laurels sought by the American Trona Corporation with a team of three elephants.

The editor of "The Glass Industry" is a Mr. Crack.

## Salesmanship or Chemistry—Which?

### *Further Expressions of Opinion on Technical Training of Salesman Show Sales-Managers' Views at Variance*

**N**O TWO sales-managers of leading American chemical houses, who have written their opinions on the necessity of technical training for the chemical salesman, agree exactly as to the relative importance and value of chemical knowledge and selling ability. Twenty years experience in the chemical selling "game" have proven to him that chemists do not make salesmen, is the view of one well-known sales-manager. The dyestuff sales-managers, as a rule, appear to be the ones most strongly in favor of technical training, according to their statements, although most of them are particular to make clear that, in their opinions, chemical knowledge is decidedly a secondary matter as compared to selling ability.

While one opinion gives the following thought in favor of chemical training: "His knowledge of chemistry also gives him more prestige with his customers,"—another sage bit of psychology is put forward on the same subject, but from the opposite point of view. ". . . a technically trained man, and especially a chemist, is usually devoid of the selling instinct, or whatever you may term that elusive quality. The man who actually buys chemicals is, as a rule, not a chemist or technically trained. A salesman with this training would, in many cases, be tempted to show off his superior knowledge, which would naturally antagonize the buyer." Thus it goes, some for, some against, some in favor of this, and others favoring that.

The statements which are given herewith represent the second installment of a series of two articles, each a symposium of opinions from leading sales-managers in the chemical industry on technical training for salesmen. The first installment was published in last week's issue of DRUG & CHEMICAL MARKETS, Dec. 7.

**Jesse W. Starr, Jr., National Aniline & Chemical Co., New York**—I wish to state that as the dyestuff business is in every respect extremely technical, it is quite essential that dyestuff salesmen, to be successful in the intelligent disposing of goods, be technically trained, although an elaborate knowledge of chemistry is not necessary. You will appreciate, however, that technical knowledge in itself is not the sole basis of successful salesmanship, but should be combined with the qualifications that go to make up a successful salesman.

**Chas. B. Hall, Cleveland-Cliffs Iron Co., Cleveland**—I consider a chemical salesman should have a thoroughly technical knowledge of the chemicals he sells, and would recommend that he take a special course in his line or obtain factory experience. However, I think general technical knowledge would not be necessary.

**A. H. Pierce, Grasselli Chemical Co., New York**—Although a knowledge of chemistry is not essential for the development of a successful dyestuff salesman, it is, however, of great assistance in understanding the chemical reactions which take place in the application of the dyestuffs to the various fibres.

Every dyestuff salesman should be technically trained if he is to do justice to himself and the concern which he represents. There are some hundred and fifty or two hundred different products in general use to-day, and the successful dyestuff salesman should not only know the complete story of each one of those products which his concern manufactures, but should also know the products offered by his competitors. This knowledge cannot be arrived at without technical education in the laboratory.

In view of the above, it would seem essential that the dyestuff salesman should be technically trained, and that a knowledge of chemistry, while not a necessity, is of great advantage.

**A. R. White, Michigan Electrochemical Co., Menominee, Mich.**—A knowledge of chemistry is certainly not a necessity to the chemical salesman as we know of a great many successful salesmen that have no special chemical training. There is no question, however, but

that a knowledge of chemistry is a material benefit to the chemical salesman as it better enables him to apply the product he sells to the use of his customer. His knowledge of chemistry also gives him more prestige with his customers.

We do not believe that it is at all necessary for the chemical salesman to acquire his chemical knowledge in a college or university, as it may be acquired with a little effort on his part, from the many books that are now available, written in simple form, and from his daily experience in the field.

**F. M. Fargo, Jr., Calco Chemical Co., Bound Brook, N. J.**—We are strong believers in having our salesmen well trained technically. Certainly any product offered for sale should be well presented and dyestuffs being by their very nature technical, can only be well presented by men who are trained technically.

We do not feel that any considerable amount of knowledge of chemistry is essential to the dyestuff salesman, and yet all such knowledge is very frequently useful, and furthermore is to some extent, at least, a part of the technical training referred to above.

**John A. Chew, Warner Chemical Co., New York**—Asking whether in my opinion the chemical salesman should be technically trained, theoretically, this would be an ideal proposition, but, speaking from an experience of eighteen to twenty years, both in the fine and heavy chemical line, I do not believe this combination works out in actual practice.

In the first place, a technically trained man, and especially a chemist, is usually devoid of the selling instinct, or whatever you may term that elusive quality. The man who actually buys chemicals is, as a rule, not a chemist or technically trained. A salesman with this training would, in many cases, be tempted to show off his superior knowledge, which would naturally antagonize the buyer. I have known of several instances where chemists have attempted to take up the selling end of the business, and have made miserable failures of it.

A salesman carrying a general line of chemicals could not be technically trained in the use of each one of these products, within the span of an ordinary

life time; for instance, we manufacture eighteen chemicals, which are used in such widely diversified lines as baking powder, pharmaceutical products, the rubber industry, printing ink, insecticide, fire extinguishers, textile industries, etc. If we had an individual salesman for each product it would probably be a simple enough matter to technically train him in the use of this product, but this is not the case with us, and, generally speaking, I do not believe it is with other chemical manufacturers.

**Fred'k Trowbridge, American Aniline Products, Inc., Chicago**—Regarding the desirability of dyestuff salesmen being technically trained. The recent expansion of the American dyestuff industry and this expansion being to a large extent in the direction of manufacturing and selling colors that formerly came from abroad would, it seems to me, justify the statement that it is essential that the dyestuff salesmen of the present and the future be technically trained. Building for the future as well as for the present the live sales executive should be interested in the development of young men of technical training who show the possession of sales instinct.

**Alfred J. Higgins, Zinsser & Co., Hastings-on-Hudson, N. Y.**—In my opinion a fair knowledge of chemistry is desirable but not a necessity. Tact, personality, ability to make friends are the qualifications of most use to the present-day salesman. The chemical salesman usually has a long list of products to offer, in many of which it requires a life study to become technically expert. With standard products the percentage of disputes or complaints requiring technical knowledge is low and these problems are far better handled by the manufacturers' experts.

**William E. Jordan, Wm. E. Jordan, Inc., New York**.—The first requisites of any salesman, in my opinion, are, approach, appearance, and courtesy, without which the difficulties experienced in selling are multiplied. This applies especially to the young salesman, or the man on new territory wherein acquaintance is being sought. How often has a cheery "Good Morning" offset the grouch of the buyer, who like other beings has his troubles, but cannot withstand the pleasant greeting from a well-appearing courteous individual, thus tactfully forcing him to listen to his story.

Technical training is good, but practical training is needed, yet the two combined would, with the above requisites, make a chemical salesman that would be a success.

In the specialized chemical business of today a man with some conscientious study would soon learn the story of his own particular line from the crude to the finished product, as well as its uses. This, coupled with common sense and ability to judge human nature, would place him in a class to secure a good portion of business with customers that it would be hard for his competitors to take away from him.

The White Cliffs property on Little River, between Ashdown and Nashville, has been purchased by Burton B. Tuttle of Cincinnati. Ashdown is on the Memphis, Dallas and Gulf Railroad. The property consists of 2600 acres, of which 900 acres are chalk deposit and 800 acres timber. A company capitalized at \$1,000,000 will be formed by Mr. Tuttle, Simon Ross, Jr., his law partner, and George Wilson, of San Francisco. The development, according to Mr. Tuttle, will begin with the manufacture of whiting and chalk. Later it is planned to remodel the fertilizer plant and to manufacture putty and cement. It is estimated that the initial output will be five carloads a day. The chalk sells from \$18 to \$30 a ton in St. Louis. Chalk is used extensively as a filler for rubber, and in the manufacture of linoleum, paint, cosmetics, crayons and fabrics

#### EXPLOSION IN HEYDEN CO.'S PLANT

Fire, followed by an explosion, destroyed the salicylic acid plant of the Heyden Chemical Co., Garfield, N. J., on Monday afternoon, Dec. 12. Apparently the fire broke out in the sublimer building, which was completely destroyed, and it was estimated that the total loss was in the neighborhood of \$200,000 although the official estimates of the insurance adjusters have not yet been made public. The company was particularly fortunate in saving a 50,000 gallon wood alcohol tank which was in the immediate vicinity of the fire. Officials of the Heyden Co. stated that, while the extent of damage was not yet definitely known, some time would be required to get back into operation. It is understood that the plant was operating on a reduced schedule at the time.

Twenty-five employees were injured, six of them very seriously, in the fire, and there is one other employee who has not been accounted for.

The Heyden Chemical Co. was sold by the Alien Property Custodian in 1918 to Allan A. Ryan for \$1,500,000. The company is one of the largest manufacturers of salicylic acid and salicylates in this country. It is also well known for the manufacture of formaldehyde, hexamethylenetetramine, creosote carbonate, and other pharmaceuticals.

#### NEW OFFICERS OF CHEMICAL ENGINEERS

(*Special to DRUG AND CHEMICAL MARKETS*)

Baltimore, Md., Dec. 14.—The new officers of the American Institute of Chemical Engineers are: President, Henry Howard, of the Grasselli Chemical Company, Cleveland; vice-presidents: Dr. A. W. Smith, professor of chemistry at the Case School of Applied Science, Cleveland, Hugh K. Moore, chief chemist, Brown Co., Berlin, N. H., H. S. Miner, chief chemist, Welsbach Co., Philadelphia; secretary, Dr. John C. Olsen, professor of chemical engineering at the Polytechnic Institute, Brooklyn, N. Y.; treasurer, F. W. Frerichs, of St. Louis.

New directors are: W. H. Bassett, Connecticut; Dr. A. C. Langmuir, Hastings, N. Y., and Dr. Alfred H. White, professor of chemical engineering at the University of Michigan.

#### AMERICAN DOLLAR STILL DECLINES

Since the 15th of November, New York quotations for the pound sterling have advanced from \$3.96½ to \$4.18½ at the beginning of the present week. Not only has the pound moved up in comparison to dollar values, but all other European exchanges have scored advances in terms of the dollar. Francs were worth \$7.30 a hundred a month ago; today they are quoted in New York at \$8.10, a rise exceeding ten per cent. Lire have moved during the same period from \$4.20 a hundred to \$4.54; Belgium francs have climbed from \$7.00 up to \$7.80 a hundred. Practically all exchanges have moved against the dollar within the month, corresponding in reality to a fall in the dollar. The Washington conference, the four-power treaty, and other political improvements of late, have done much to change the economic outlook of most European countries. With a brighter outlook, better business close ahead, the movement in foreign exchanges against the dollar has been quite natural.

The New Jersey Chemical Society's program at the meeting, on Monday evening, Dec. 12, included an address by Edgar F. Smith, president of the American Chemical Society, on "A Glimpse at the Early Organic Chemistry of the United States," and a paper by Eugene Merz on "the Manufacture and Use of Ultramarine." An informal dinner was served at Steiters restaurant, Newark, where the meeting was held.

## Germans Again Control the Potash Market

John E. Teeple, of the American Chemical Society, Charges that 34 American Fertilizer Companies "Betrayed" the American Industry—Signed Contracts for Potash Supplies at Cut-Throat Prices With Which Neither American nor French Producers Can Compete—Dr. Teeple Predicts That Same Method Will Be Used To Wipe Out Other American Industries—Then Germans, Dominating the Chemical Markets, Will Make Americans Pay Exorbitant Prices to Recoup Their Heavy Losses.

"The Germans, bent on regaining their commercial and industrial supremacy in the chemical industries, have decided, at whatever cost, to destroy the American potash industry before it becomes a formidable rival," said Dr. J. E. Teeple, chairman of the New York Section of the American Chemical Society at a meeting held on Friday, Nov. 9. "They have resorted to the old trick of 'cut rates' to drive competition out of the field. They have offered prices below cost, and the American potash mixers and distributors swallowed the bait. The Germans aim to destroy, root and branch, the potash producers of the United States. It has already received aid and comfort from thirty-four big American concerns. These concerns dominate the potash markets of the United States. If this unholy alliance is tolerated without protest, then no line of industry in the United States is safe from foreign conquest."

"I have in my possession a copy of a new form of contract framed with the devil's own ingenuity to evade all existing American laws, including the Anti-Dumping Act and the Sherman Anti Trust law. This is a contract between the Deutsches Kalisyndikat of Berlin,—the official German potash monopoly, and the thirty-four American distributors. The provisions of this contract, with the change of a few words, are applicable to almost any industry in the country and if this form of alliance is to be successful, then there is nothing to prevent the utter wiping out of one industry after another in this country, and the transfer of industrial supremacy to Germany."

"These very American firms that have now combined with the German syndicate to help drive the American potash producers out of business, have betrayed an industry that they themselves pleaded to be established in this country. They led in the general demand voiced in every section of the nation for the development of new sources of potash supply. Heavy investments were patriotically made to meet this emergency due to the shutting off of foreign supplies during the World War. The new industry was just getting on its feet. Costs were being reduced, processes perfected, and an independent source of supply guaranteed, at reasonable rates. Within a short period American genius and processes would have been able to meet the competition of the world."

Here is the German contract:

**THE AMERICAN AGRICULTURAL CHEMICAL COMPANY  
AND OTHERS**

with

**DEUTSCHES KALISYNDIKAT, G.m.b.H.**

**CONTRACT**

Dated—SEPTEMBER 28, 1921

AGREEMENT, made this 28th day of September, A.D. 1921, by and between DEUTSCHES KALISYNDIKAT, G.m.b.H., Berlin, a corporation of Germany, hereinafter called the "Seller," party of the first part, and

The American Agricultural Chemical Co.  
Virginia Carolina Chemical Company  
International Agricultural Corporation  
Armour Fertilizer Works  
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F. S. Royster Guano Company  
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Federal Chemical Company  
F. W. Tunnell & Company  
Georgia Fertilizer & Oil Company  
G. Ober & Sons Company  
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Gulf Fertilizer Company  
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Miller Fertilizer Company  
Mutual Fertilizer Company  
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Reliance Fertilizer Company  
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W. B. Tighman Company, Inc.  
Wuichet Fertilizer Company  
Wilson & Toomer Fertilizer Company

**York Chemical Works.**  
a group hereinafter called the "Buyer," as several parties of the second part, the individual members of which are hereinafter sometimes called "Participants"; and

WHEREAS, the Participants desire to purchase Potash Salts from the Seller and avail themselves of the highest discounts, as shown by schedules hereinafter set forth; and

WHEREAS, no one of the Participants desires to purchase sufficient quantities to entitle it to the highest discount named hereinafter; and

WHEREAS, the Participants, by uniting their purchases under this contract, are able to buy at least the quantity which carries the highest discount, as shown by schedules hereinafter set forth; and

WHEREAS, Seller is willing to give a discount to the participants making up a group of Buyers under this contract on the basis of aggregate quantity purchased;

NOW, THEREFORE, for value received and each in consideration of the agreements by the other herein set forth, the parties agree with each other as follows:

### ARTICLE I

#### Term

The term of this contract shall be from the date hereof to and including April 30th, 1922.

### ARTICLE II

#### Quantities

Each Participant agrees to purchase from the Seller at least seventy-five per cent (75%) of its entire purchases of Potash Salts for the term hereof at the prices set forth in Schedule 1 of Article III hereof, subject to the conditions, discounts, and limitations hereinafter set forth.

The Buyer has the right, through S. D. Crenshaw and H. H. Lippincott, to notify the Seller within two weeks from the date hereof, by a writing, mailed or delivered to Seller at 42 Broadway, New York City, of its intention to purchase from the Seller one hundred per cent (100%) of the entire purchases of the Participants of Potash Salts for the term hereof, in which event each of the Participants agrees to purchase from the Seller one hundred per cent (100%) of its entire purchases, and in such event, the prices shall be the lower prices set forth in Schedule 2 of Article III of this contract. Whenever notice is required in this Contract notice by registered mail or delivery is sufficient.

Each Participant agrees that the seventy-five per cent (75%) of its purchases which it is obligated to purchase hereunder shall be a minimum of the number of tons (of 2,000 lbs. each) K<sub>2</sub>O which is set opposite its name at the end of this article under the caption of "Minimum Purchases on 75% Basis," it being understood that the remaining twenty-five per cent (25%) may be purchases by Participants from any American or foreign sources. Each of the Participants further agrees that if it elects to purchase one hundred per cent (100%) of its entire purchases, such 100% shall be a minimum of one and one-third (1 1/3) times the number of tons of (2,000 lbs. each) K<sub>2</sub>O which is set opposite its name under the caption of "Minimum Purchases on 75% Basis," and the Seller agrees to sell such minimum quantities which each of the Participants is obligated to take.

Seller further agrees to sell to each of the Participants, in addition to such quantities, additional quantities not in excess of thirty-three and one-third per cent (33 1/3%) of such quantities as such Participants shall require.

The Seller also agrees to sell to each of the Participants any further quantities required by them, provided that at the time of delivery of shipping instructions and during five days thereafter the exchange rate of the German Mark shall not be higher than one and 35-100 cents (1.35c) per one (1) Mark. If any Participant shall through the operation of the condition contained in the preceding sentence not be entitled to receive from

the Seller the full percentage of its purchases which it has agreed to purchase from Seller, it shall be free to purchase such additional quantities from other Sellers.

ARTICLE III  
Price and Payment  
Price Schedule No. 1

	In bags of 200 lbs. in even wt.: Bulk
Muriate of Potash 80-85%, basis 80% K.C.L.	\$37.00 : \$35.75
Sulphate of Potash 90-95%, basis 90% K <sub>2</sub> SO <sub>4</sub>	47.50 : 46.25
Double Manure Salt 48-53%, basis 48% K <sub>2</sub> SO <sub>4</sub>	25.75 : 24.50
Manure Salt 30%, basis 30% K <sub>2</sub> O	19.00 : 17.75
Manure Salt 20%, basis 20% K <sub>2</sub> O	12.25 : 11.00
Kainit 12.4% K <sub>2</sub> O	8.50 : 7.25
Muriate of Potash 80-85%, basis 90% K.C.L.	36.00 : 34.75
Sulphate of Potash 90-95%, basis 90% K <sub>2</sub> SO <sub>4</sub>	46.00 : 44.75
Double Manure Salt 48-53%, basis 48% K <sub>2</sub> SO <sub>4</sub>	25.00 : 23.75
Manure Salt 30%, basis 30% K <sub>2</sub> O	18.50 : 17.25
Manure Salt, 20% K <sub>2</sub> O	12.25 : 11.00
Kainit 12.4% K <sub>2</sub> O	8.25 : 7.00

PER TWO THOUSAND (2,000) POUNDS NET WEIGHT IN good order ex-vessel Boston, New York, Philadelphia, Baltimore, Norfolk, Wilmington (N.C.), Charleston, Savannah, Brunswick, Fernandina, Jacksonville, Tampa, Mobile, Pensacola, New Orleans, Galveston, St. John (N.B.) or Halifax (N.S.) provided quantities ordered for each respective Port are sufficient to obtain freight room at reasonable freight rates.

## Freight

Freight to be deducted from the invoice and paid by Participants on discharge at port of destination in accordance with Charter Party and/or Bill of Lading.

ARTICLE V  
Discounts  
Quantity Discount

Seller represents to Buyer that its scale of quantity discounts is:  
1% upon purchases of 1,000 tons K<sub>2</sub>O  
3% upon purchases of 5,000 tons K<sub>2</sub>O  
5% upon purchases of 10,000 tons K<sub>2</sub>O  
8% upon purchases of 20,000 tons K<sub>2</sub>O  
10% upon purchases of 30,000 tons K<sub>2</sub>O

Inasmuch as the total minimum quantities which Participants are obligated to take hereunder which include the quantities heretofore purchased by the Participants since June 1, 1921, from the Seller under contracts whereby the Seller agreed to protect the Participants against any subsequent decline in price, aggregate in excess of 30,000 tons, Seller agrees to give Participants a quantity discount of 10% (to be calculated on the prices set forth in the schedules in Article III). This discount shall be deducted from each invoice.

Seller agrees not to give to any other Buyers of Potash Salts in the United States (Atlantic and Gulf Ports) and/or Canada any higher discounts for the respective quantities than above stated or any lower prices or better terms than herein contained.

## Special Discount

Seller further agrees to pay a SPECIAL DISCOUNT of two per cent (2%)—(to be calculated on the prices set forth in the schedules in Article III)—on all quantities of potash salts sold hereunder which shall be resold by any Participant to dealers and/or consumers in unmixed form. Any Participant making such resales shall upon furnishing to the Seller an affidavit of the total tonnage of each grade of such sales, be entitled to receive such discount within 60 days after April 30, 1922.

## Separate Discount

Seller agrees to pay to any of the Participants a Separate Discount of one per cent (1%)—(to be calculated on the prices set forth in the schedules in Article III) on all deliveries made to such participants provided:

- 1) such participant shall state in its price lists that Potash can now be had in all required quantities, and that it is advisable to buy mixed goods containing as high a percentage of Potash as is suitable to the respective crops; and
- 2) such participant shall instruct its selling organization and salesmen to sell and recommend mixed goods containing as high a percentage of Potash as is suitable to the respective crops.

Any such Participant shall upon furnishing to Seller an affidavit, stating that it has fully complied with the above conditions, be entitled to receive such discount within 60 days after April 30, 1922. Failure of any Participant to comply with such conditions shall not deprive any other Participant of its right to such Separate Discount.

ARTICLE VI  
Protection of Participants

In case Seller during the term of this Contract shall sell to any purchaser of Potash Salts in the United States to or through Atlantic and Gulf ports and/or Canada any grade or grades of Potash Salts, whether mentioned in this contract or not, at lower prices and/or allow or pay to any such purchaser higher discounts or better terms than those named in this Contract, then and in such event, such lower prices and/or higher discounts and/or better terms shall also apply to this Contract with retroactive effect as though such lower prices and/or higher discounts and/or better terms had originally been contained in this Contract; provided that nothing herein contained shall preclude the Seller from selling to other groups of buyers and allowing discounts on the basis of the aggregate purchases of such groups under contracts containing similar provisions to those of this Contract.

In the event that Potash Salts should be offered to any Participant at lower net prices than those named in this Contract, such Participant shall be entitled to buy such salts provided:

- 1) That the quantity so offered to such Participant shall be bona fide and substantial, aggregating approximately one thousand (1,000) tons K<sub>2</sub>O;
- 2) That notice of the net price at which such Potash can be purchased, shall have been given to the Seller in New York, at 42 Broadway, and the Seller shall not within five (5) days thereafter have notified the Participant that it intends to meet such lower price by reducing the prices named in this contract to such price offered to the Participant.

In case the Seller should elect so to reduce the net prices specified in this Contract, such reduction shall apply to all Participants and to all quantities not yet shipped to the Participants, during the entire remainder of the term of this Contract. No quantity discount from such reduced prices shall be allowed.

In the event that the Seller should not elect to reduce its prices offered to any Participant, then any such Participant shall have the right on notice to the Seller given to it in New York, at 42 Broadway, to cancel and to terminate so much of the Contract as shall cover so much of the grade of Potash Salts for which such offer at a reduced price has been received and accepted, and which reduction of price the Seller is unwilling to meet as above set forth.

In the event that the Seller should determine not to reduce its prices, but to permit any participant to purchase such salts at such reduced prices from other sellers, it shall not in anywise affect the right of such Participant or of any other Participant to receive the quantity discount of ten per cent (10%) to which each Participant is entitled hereunder, and each Participant shall be entitled to receive such discount notwithstanding it shall make such purchases from other sellers of Potash Salts.

The prices named in Article III and the discounts named in Article V of this Contract shall also apply to all quantities received or ordered by Participants since June 1, 1921, and such quantities shall be deemed to be included within the terms and conditions of this Contract.

The Seller further agrees that if the prices in Article III shall hereafter be reduced as above provided in the first paragraph of Article VI, such reduced prices shall then be applicable to the purchases referred to in the preceding sentence.

ARTICLE VII  
Protection of Seller

This contract further embraces only shipments of Potash Salts for agricultural purposes. Shipments for chemical purposes are excluded from this Contract, but Seller agrees to bind such Buyers as buy Potash Salts for chemical purposes not to resell them for agricultural purposes.

ARTICLE VIII  
Taxes and Duties

Seller hereby assumes and agrees to pay any tax or duty which may be imposed or assessed by the German Government in any way affecting deliveries under this Contract. However, if the German Government shall impose or assess any new tax or duty, Seller shall have the right or option to cancel any unshipped part of the Contract, except as to the minimum quantities which each Participant shall be then obligated to take hereunder.

Seller hereby also assumes and agrees to pay any tax or duty affecting deliveries under this Contract which may be imposed or assessed by the United States Government under the Anti-Dumping Act of 1921 or any amendment thereto which may be hereafter enacted provided, however, in case of such amendment, Seller shall not be required to pay any tax or duty in excess of amount of tax payable under existing provisions.

On the other hand, each of the Participants hereby assumes and agrees to pay any other tax or duty which may be imposed or assessed by the United States Government and/or any war risk insurance affecting deliveries to it under this Contract. However, if the United States Government shall impose or assess any additional tax or duty, each Participant shall have the right or option to cancel any unshipped part of the Contract except as to the minimum quantity which each Participant shall be then obligated to take hereunder and except as to any quantity for which steamers have already been chartered.

## ARTICLE IX

It is hereby expressly provided anything herein contained to the contrary notwithstanding (subject to the provisions of Article VI hereof) that in case any Participant shall have failed prior to April 1, 1922, to have given to the Seller shipping orders or instruction for the full amount of the minimum quantities which it is obligated to purchase set opposite its respective name, that Seller shall have the right nevertheless to ship to such Participant a quantity of K<sub>2</sub>O equal to the difference between such minimum quantity and the quantity for which shipping instructions or orders shall have been so given to the Seller. Such quantity of K<sub>2</sub>O shall be distributed in any grades whatsoever, that the Seller may select and shall be shipped to such Participant at the port nearest to its factory, and the Seller shall be authorized to draw drafts for the purchase price of such Potash shipments under the said letter of credit given by such Participant under the terms of this agreement, and upon receipt of the documents as hereinbefore provided the bank shall pay such drafts for shipments made under the terms of this paragraph in all respects the same as if the shipments had actually been directed by the Participant.

## ARTICLE X

This agreement may be executed in several counterparts. IN WITNESS WHEREOF Seller has caused these presents to

be executed in its behalf by its managers W. Forthmann and H. Hehrsen thereunto duly authorized, and each of the Buyers has caused these presents to be executed in its behalf by its officers thereunto duly authorized, the day and date first above mentioned.

Executed and delivered

in the presence of DEUTSCHES KALISYNDIKAT, G.m.b.H.  
By .....  
and .....

### INVESTIGATING GERMAN POTASH PRICES

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 14.—The Customs Service of the Treasury Department has received a report from its investigators in Germany, it is understood, regarding the selling price of potash in that country. That investigation, which has been under way for some time, was begun at the instance of American potash producers who claimed that the German product was being dumped on the American market.

While the investigation has not been completed by the Customs Service, indications at this time are that the German product is being sold in the United States at a much higher price than the price for which it is being sold in Germany. The service is now engaged in investigating the invoices which are used by the German exporters in sending their product to the United States in an effort to check up the difference between the selling price in Germany and in the United States.

Commenting on the propaganda for the use of German potash sent out by N. W. Ayer & Son, Philadelphia, the "Manufacturers Record" of Baltimore says: "If the fertilizer interests of this country (and some of the biggest concerns are financially heavily interested in potash mines in Europe), want to make an open fight for free trade on potash, in order that they may destroy the growing potash industry of America for their own selfish ends of utilizing their own mines in Europe, they ought at least to have the courage of their convictions and make the fight in the open."

The Board of United States General Appraisers has lowered the customs charges on crude gums, invoiced as cauchillo and sande, imported by J. S. Sembrada & Co. Piza Nephews & Co., and Pablo Calvet & Co. The rate as fixed by the customs officers was 15 cents per pound under Paragraph 36. The customs board reached the conclusion in favor of the importers, that the rate should have been 10 per cent ad valorem under Paragraph 385.

Measured in dollar value, the business of seven drug and chemical industries of St. Louis was from 10 to 16 per cent under October, 1920, but about steady in point of volume. Orders received during the first two weeks of November, show a good increase over the same period in October. Chemicals for the use in manufacturing are moving in better volume.

The Customs Service is sending an announcement to Collectors regarding the exportation of narcotics to Belgium. The Belgian Government has issued a decree regulating the importation of narcotics, making it possible to export to Belgium from the United States.

A factory has been established in New South Wales for the extraction of orange, lemon and other essential oils and for the manufacture of calcium citrate, etc., writes Trade Commissioner A. W. Ferrin.

Lining up with his brother doctors, the osteopath, allopath, and homeopath says the "Chicago Journal of Commerce," the new prescription doctor will be called the primrose-path.

### FLEXIBLE TARIFF AND NEW VALUATION PLAN SUGGESTED BY THE PRESIDENT

Recommends that Congress Consider a Provision Authorizing Proclaimed American Valuation on Any Given List of Articles Imported—Would Place Responsibility on Tariff Commission

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 14.—The President in his message to Congress, last week, strongly urged "an early completion of the tariff legislation. He called particular attention to the fact that he thought it necessary that a way "be found to make for flexibility and elasticity so that the rates may be adjusted to meet unusual and changing conditions which can not be accurately anticipated." In connection with the American valuation plan, the President proposed an alternative, namely, "a provision authorizing proclaimed American valuation under prescribed conditions on any given list of articles imported." The President said:

"There is before you the completion of the enactment of what has been termed a 'permanent' tariff law, the word 'permanent' being used to distinguish it from the emergency act which the Congress expedited early in the extraordinary session, and which is the law today. I can not too strongly urge an early completion of this necessary legislation. It is needed to stabilize our industry at home; it is essential to make more definite our trade relations abroad. More, it is vital to the preservation of many of our own industries which contribute so notably to the very lifeblood of our Nation.

"There is now, and there always will be, a storm of conflicting opinion about any tariff revision. We can not go far wrong when we base our tariffs on the policy of preserving the productive activities which enhance employment and add to our national prosperity.

"Again comes the reminder that we must not be unmindful of world conditions, that peoples are struggling for industrial rehabilitation and that we cannot dwell in industrial and commercial exclusion and at the same time do the just thing in aiding world reconstruction and readjustment. We do not seek a selfish aloofness, and we could not profit by it, were it possible. We recognize the necessity of buying wherever we sell, and the permanency of trade lies in its acceptable exchanges. In our pursuit of markets we must give as well as receive. We cannot sell to others who do not produce, nor can we buy unless we produce at home. Sensible of every obligation of humanity, commerce and finance, linked as they are in the present world condition, it is not to be argued that we need destroy ourselves to be helpful to others. With all my heart I wish restoration to the peoples blighted by the awful World War, but the process of restoration does not lie in our acceptance of like conditions. It were better to remain on firm ground, strive for ample employment and high standards of wage at home, and point the way to balanced budgets, rigid economies, and resolute, efficient work as the necessary remedies to cure disaster.

"I hope a way will be found to make for flexibility and elasticity, so that rates may be adjusted to meet unusual and changing conditions which cannot be accurately anticipated. There are problems incident to unfair practices, and to exchanges which madness in money have made almost unsolvable. I know of no manner in which to effect this flexibility other than the extension of the powers of the Tariff Commission, so that it can adapt itself to a scientific and wholly just administration of the law. I am not unmindful of the constitutional difficulties. These can be met by giving authority to the Chief Executive, who could proclaim additional duties to meet conditions which Congress may designate."

**SUIT OVER CHEMICAL EDUCATION CO.  
PATENTS GOES TO COURT OF APPEALS**

**Attorneys for Schreiter Estate Make New Move in Action Brought by Albert Heye to Recover Patents Assigned to Him as Security for Loans—Coal Distillation Process Invented by Dr. Henry Wurtz, Assisted by Prof. Thomas B. Stillman**

Notice of appeal to the Court of Appeals at Albany has been served upon Albert Heye by Evarts, Choate, Sherman & Leon, in the case of Albert Heye against the American Chemical Education Co., and Harriet A. and Ruth H. Schreiter, executrices of Henry Schreiter, who was attorney for Mr. Heye when he was interested in the Chemical Education Company. The suit was begun in the New York Supreme Court by Mr. Heye in October, 1918, after five years efforts to get an accounting from Schreiter for money, which Heye alleged in his complaint, was received by Schreiter for coal distillation patents owned by the Chemical Education Co., and assigned to Heye by the company for \$25,000 advanced by Heye to pay company bills. Schreiter got possession of the patents on representation to Heye that he could sell them. He obtained an assignment of the patents from the Chemical Education Co., also, in the absence of Jesse Larrabee, president, it is alleged in the complaint.

Under an agreement with James P. Geddes for sale of the patents for \$60,000, payments were made, it is believed, but no accounting was made to the company or to Heye. Schreiter died in November, 1919, and the action was continued against Schreiter's wife and daughter, executrices under his will. Edward J. Shumway was attorney for Mr. Heye, and later Herman G. Loew became associated with Mr. Shumway. Several law firms have appeared for the defendants, including Francis X. Dineen, who appealed the case to the Appellate Division of the Supreme Court from the decision of the Supreme Court, New York County, in favor of Heye, granting plaintiff's motion for judgment on the pleadings. The Appellate Division affirmed the order of the Supreme Court, but gave the defendants leave to withdraw their demurrer and to answer within twenty days. Evarts, Choate, Sherman and Leon then took the case and decided to take it to the Court of Appeals.

The patents are considered of great value, having been worked out by Dr. Henry Wurtz, formerly chief examiner in the U. S. Patent Office, assisted by Prof. Thomas B. Stillman, of Stevens Institute, and at one time president of the American Chemical Education Co., which is involved in a friendly way in the present suit. When James P. Geddes took an option on the patents two corporations were formed with a view to making use of them, the Fuel Products Corp., incorporated under New York laws for \$100,000, and the Fuel Products Corp. of Delaware, capitalized at \$5,000,000. To make valid Mr. Heye's claim to the patents, the directors of the American Chemical Education Co. declared the power of attorney and assignment given to Schreiter, in the absence of President Larrabee, null and void. It is alleged in Heye's complaint that Schreiter got possession of the records of the company about this time and refused to give them up. In the meantime, the Schreiter estate has been tied up to prevent disposal of the property pending a decision in the suit, now in its fourth year going the rounds of the courts.

Suggestions from basic industries regarding the regulations under the new Revenue Act are requested by the Treasury Department by mail and at conferences to be held in Washington.

***Of Interest in the Trade***

The Procter & Gamble Distributing Co. has obtained a judgment for \$15,855.71 against Bertha Reiter.

The Creditors Committee of the Rollin Chemical Corp. has extended the liquidating agreement until July 1, 1922.

The judgment against S. Wander & Sons, Chemical Co., for \$2,635.35, obtained by J. Crooks on April 11, 1921, has been satisfied.

The stock and machinery of the Carbondale Sponge Co., 73 Warren st., New York, damaged by fire Dec. 6, were insured for \$40,000.

Jay A. Finley, vice-president and treasurer of the Chemical Products Co., died at his home in Olean, N. Y., last week, at the age of 28.

The Pennsgrove plant of the du Pont Chemical Co., at Pennsgrove, N. J., has taken on 1,000 employees, bringing the working force up to 2,500.

Dr. William H. Nichols will speak before the Editorial Conference of the New York Business Publishers Association, Dec. 16, on "The Industrial Outlook."

The directors of Humphreys Homeopathic Medicine Co. gave a dinner on Dec. 2, in honor of H. B. Harding, vice-president, in recognition of forty years connection with the company.

Fire destroyed part of soap manufacturing plant of James J. Tulley, 179-81 Master st., Philadelphia. The plant is one of the oldest in Kensington, having been used as a factory since 1831.

The W. R. Hollingshead Chemical Co., of Delaware, has filed notice of organization to operate in New York State. According to the papers, the company will operate with capital of \$1,000,000.

General Pershing, head of the Advisory Committee of the American Arms Conference, has presented the report of the committee which is said to recommend the complete abandonment of all forms of chemical warfare.

The Sioux Falls, Iowa, Laboratory and Chemical Supply House was destroyed by fire on Dec. 3. The loss on building was \$30,000, and on stock about \$10,000. The Guaranteed Products Co. lost a stock of chemicals stored in the building.

The U. S. Civil Service examinations for chemist and associate chemists close on Jan. 10. Vacancies in the Chemical Warfare Service, Edgewood Arsenal, Edgewood, Maryland, at salaries ranging from \$1,800 to \$5,000, and in positions requiring similar qualifications will be filled from these examinations.

W. S. Gravan, vice president of E. I. du Pont de Nemours & Co., is a member of the committee formed to enlist support to present a colossal figure in bronze to Brazil, on behalf of the American people, in connection with the one-hundredth anniversary of Brazil's independence, to be celebrated next year at Rio de Janeiro.

The executors of the estate of John C. Wiarda have sold the chemical manufacturing and jobbing business, at 273 Green st., Brooklyn, N. Y., to Howard B. Bishop, of 101 Park ave., New York. Mr. Bishop is a chemical engineer and was for many years connected with the General Chemical Co. and the National Aniline & Chemical Co. The new management will continue the business under the name of John C. Wiarda & Co., Inc.

## Business Briefs

The Metallic Chemical Co., Inc., Whitesboro, N. Y., has filed a petition in bankruptcy.

The Connecticut Metal & Chemical Co., New Britain, Conn., has filed notice of change of name to the Stanley Chemical Co.

The Colonial Chemical Co., Schuylkill Ave., and River Road, Reading, Pa., is having plans prepared for a two-story plant. It will be 25 by 100 feet.

The American Cellulose & Chemical Mfg. Co., Amcello, near Cumberland, has begun production at its plant for the manufacture of cellulose and artificial silk.

The Carthage Sulphite Pulp & Paper Co., Carthage, N. Y., has arranged for a bond issue of \$600,000, the proceeds to be used for improvements at the plant.

William F. Eissing, vice-president and general manager of the Hans Heinrichs Chemical Corp., 50 Union Square, New York, sailed for Europe, Saturday, Dec. 10, for a three months business trip.

Fertilizer manufacturers in the Peninsula district, Maryland, have formed a new association entitled the Peninsula Fertilizer Manufacturers' Association. William B. Tilghman of the William B. Tilghman Co., Salisbury, has been elected president; E. Benson Dennis, of L. E. P. Dennis & Co., Crisfield, Md., vice-president; and William E. Valliant, Valliant Fertilizer Co., Georgetown, Del., secretary.

The Senate passed the Wadsworth bill authorizing the Secretary of War to transfer to the American Relief Administration in Russia, surplus army medicines, medical, and surgical supplies for use in fighting the spread of disease in Russia. Provisions for the donation of surplus clothing and footwear and foodstuffs were stricken out by the Military Affairs Committee before the bill was reported.

The Abbott Laboratories, 4753 Ravenswood Ave., Chicago, have begun construction at the company's new plant, Fourteenth and State St., North Chicago. The main plant building will be four-story and basement, supplemented by a number of smaller structures. The company has plans for the erection of additional buildings in the coming spring. Work now under way is estimated to cost \$450,000.

Bradstreet's reports 951 failures in the United States last week, as compared with 497 for the previous week and 337, 115, 139 and 273 for the corresponding weeks 1920 to 1917. The New England States had 59, Middle 153, Western 86, Northwestern 52, Southern 192, Far Western 49. Canada had 55 failures, against 51 for the preceding week. In the United States about 71 per cent of the concerns failing had \$5,000 capital or less and 18.2 per cent had from \$5,000 to \$20,000 capital.

Plans are being prepared for a new plant on the site of the Love Field repair depot of the Government at Dallas, Texas, for the manufacture of sulfuric acid. A company is being organized by Dallas interests, to operate the works, headed by L. D. Lansdale and Charles A. Mangold, both of that city. It is planned to develop an initial capacity of about 50 tons per day, with one unit of the plant devoted to the production of electrolyte acid for battery service. The project, including the installation of operating machinery, is estimated to cost \$250,000.

## DYE LICENSES ISSUED IN NOVEMBER SHOW FALLING OFF FROM OCTOBER LIST

**Quantity from Germany 92,864 Pounds Compared With 418,344 Pounds in October, and 189,018 Pounds from Switzerland Against 316,531 Pounds in October—September List Was Also Heavier**

Licenses granted during November for the importation of dyestuffs called for 92,864 pounds from Germany, 38,330 pounds from England, and 189,018 pounds from Switzerland, according to the report of the Dye and Chemical Control Section of the Treasury Department, Washington. Copies are being sent to manufacturers by the American Dyes Institute, 320 Broadway, New York. These figures show considerable reduction compared with the statement for October when licenses were issued for 418,344 pounds from Germany, and 316,531 pounds from Switzerland. From England the quantity licensed in November is slightly more than in October.

During September licenses were issued for the importation of 488,912 pounds from Germany, and 103,268 pounds from Switzerland. Statistics are lacking on the annual imports since the close of the fiscal year ending June 30, 1920, when 3,721,950 pounds were licensed for importation from Germany; 3,854,421 pounds from Switzerland; 1,625,543 pounds from England; and 316,390 pounds from all other countries; a total of 9,518,304 pounds.

The November licenses follow:

Sch. Designation of Dye	Germany No.	Pounds	England Pounds	Switz. Pounds
562 Acid Blue R B F.....				446
... Acid Aliz. Grey G .....		300		
524 Acid Magenta .....		220		
... Acid Milling Black B .....			80	5,000
... Acid Phosphine R .....				110
... Acid Pure Blue R Supra.....				1,100
548 Acid Violet 6 B N.....		100		
844 Algo! Blue 3G Powder .....		210		
839 Algo! Blue K Pdr.....		110		
819 Algo! Brill. Red 2B Pdr.....		102		
821 Algo! Brill. Violet 2B Pdr.....		25		
859A Algo! Brown R Pdr.....		110		
870 Algo! Corinth R Pdr.....		110		
847 Algo! Green B Pdr.....		110		
833 Algo! Olive R Pdr.....		110		
824 Algo! Orange R Paste .....		516		
824 Algo! Orange R Pdr.....		110		
816 Algo! Red 5G Pdr.....		110		
862 Aliz. Black B Pdr.....		500		
856 Aliz. Blue A S .....		175		
862 Aliz. Blue Black B .....		2,300		
862 Aliz. Blue Black B Pdr.....		100		
... Aliz. Blue Black B T.....		50		
804 Aliz. Blue S .....		1,500		
804 Aliz. Blue S Pdr.....		500		2,500
804 Aliz. Blue SAWSA.....		510		
865 Aliz. Green C G Ex.....		325		
805 Aliz. Green S 10% Paste .....				800
858 Aliz. Indigo 3R Paste .....		500		
780 Aliz. Red S Pdr.....		500		1,000
785 Aliz. Red SDG Paste .....		3,300		
856A Aliz. Rubinol G W.....		100		
856A Aliz. Rubinol R .....		2,900		
856A Aliz. Rubinol R Pdr.....		150		
858 Aliz. Saphirole S E .....		1,800		
858 Aliz. Saphirole SE Pdr.....		500		
... Aliz. Saphirole W S A .....		500		
855 Aliz. Sky Bl-E B .....		700		
... Aliz. S X 20% Paste .....		1,800		
... Alphonol Brown B .....		100		
6 Aniline Yellow Crystals .....		100		
... Anthosine CB .....		200		
... Anthracene Chromate Brown EB .....		550		
864 Anthraquinone Green GXNO .....		10		
853 Anthraquinones Violet .....		100		
72 Azo Carmine GX Pdr.....		10		
... Azo Rhodine 2 G N .....				440
Benz Fast Blue 4GL .....		550		
Benz Fast Bordeau 6BL .....		200		
... Benzo Fast Heliotrope SRH .....		100		
Blue Lake 1428 .....		550		
778 Plush Alizarine .....		6,000		
Bordeaux Developer B .....			600	
667 Brilliant Aliz. Blue G .....		100		
... Brilliant Benzo Violet 2R .....		150		
... Brilliant Copper Blue G W .....		100		
... Brill. Diamine Scarlet S .....		1,000		

Sch. Designation of Dye No.	Germany Pounds	England Pounds	Switz. Pounds	Sch. Designation of Dye No.	Germany Pounds	England Pounds	Switz. Pounds
881 Brilliant Indigo 4B Paste	500			... Kiton Fast Yellow 3G			1,100
887 Brilliant Indigo 4G	100			... Lanasol Blue B			503
606B Brill. Phosphine 3G Base Conc.			55	... Lanasol Brown 2R			11
182 Brill. Sulfon Red B		2,000		... Lanasol Green G			503
... Chicago Red		1,000		... Lanasol Red G			503
... Chicago Red III		1,100		... Lanasol Yellow G			503
... Chinoline Yellow KT Ex. Conc.	100			198 Mimosa Z Conc.			5,200
... Chloramine Brown G	454			... Naphthogene Indigo Blue R	100		
... Chlorantine Fast Black B		660		... New Ethyl Blue BS Index	5		
... Chlorantine Fast Blue 2GL		1,540		653 Nile Blue BX	50		
451 Chlorantine Fast Blue RL		1,100		... Oxamine Brill. Violet RX	1		
... Chlorantine Fast Brown 3GL		910		... Oxamine Fast Pink BX Conc.	5		
... Chlorantine Fast Brown RL		2,200		1,100 Oxamine Red 3BX	10		
... Chlorantine Fast Grey BL		1,100		220 Palatine Black 4BXX	50		
... Chlorantine Fast Red 7BL		550		4,510 Palatine Light Yellow RX	100		
... Chlorantine Fast Rubine RL		4,510		543B Patent Marine Blue LE	5,100		
... Chlorantine Fast Violet BL		1,100		... Patent Phosphine G			
... Chlorantine Fast Yellow 4BL		5,500		606 Patent Phosphine R			220
... Chlorantine Fast Yellow RL		2,420		606 Patent Phosphine R Base Conc.	660		
... Chromazurine P Pdr.		550		... Permanent Green 3002 Z	35		
881 Ciba Blue 2B Pdr.		11,700		606 Phosphine 3R	8,500		
881 Ciba Blue 2BD Paste		11,500		360 Pyramine Orange R	1,000		
888 Ciba Blue 2BD Paste Pat.		2,200		709 Pyrogene Green 3G	100		7,200
919 Ciba Bordeaux B Pdr.		5,500		... Pyrogene Violet Brown X			1,100
897 Ciba Heliotrope B		229		... Pyrogene Yellow Brown RS			253
... Ciba Pink BG Paste		5,280		... Rapid Fast Red GL Paste	600		
... Ciba Pink BG Paste Pat.		2,200		... Raspberry Red	25		
907 Ciba Scarlet G		4,400		573 Rhodamine B "Finrosa No. 214"	100		
907 Ciba Scarlet G Paste		11,000		573 Rhodamine B Extra	500		
907 Ciba Scarlet G Pdr. or Paste		413		571 Rhodamine 6GH Conc.			677
907 Ciba Scarlet G 20% Paste		5,390		... Rosanthrene Bordeaux B			2,400
901 Ciba Violet B Paste		3,300		... Rosanthrene R			50
901 Ciba Violet B Pdr.		499		... Rosanthrene Rose			125
901 Ciba Violet R Paste		5,388		539 Soluble Blue I N	100		
901 Ciba Violet R Pdr.		885		... Soluble Blue for Laundry	200		
... Cibanonone Brown R Paste		880		539 Soluble Blue T	100		
... Cibanonone Brown R Pdr.		440		548D Tetra Cyanole	2,310		
... Claret Red	25			... Thiogene Orange R	97		
746 Cross Dye Green 2G Conc.		800		910 Thio Indigo Rose BN Paste	1,100		
... Cupranil Brown G		440		907 Thio Indigo Scarlet 2G Paste	450		
860 Cyanoanthro BGAOO	1,100			... Thiomol Brown G D	8,500		
... Cyanoanthro BGAOO 35%	50			... Thiomol Green D Y	300		
546 Cyananole EX	230			... Thiomol Yellow 3RD	24,300		
546 Cyanole FF	230			... Triazol Orange G			620
859 Cyanasterol R X O.	500			... Triazol Red B			75
319 Diamine Scarlet B	50			457 Trisulfon Brown GG or 2G			1,954
23 Dianil Yellow 3G	100			... Vat Pink A N	100		
364 Diaz Brill. Brilliant Black B.	500			539 Water Blue	150		
... Diaz Brill. Scarlet B	200			290 Wool Black 6B	500		
... Diaz Brill. Scarlet 6BX	300			290B Wool Black GR	500		
... Diphenyl Fast Brown GF				565A Wool Blue SB	283		
393 Diphenyl Fast Brown GNC				... Wool Jet Black 3B	1,000		
... Direct Catechine B				546 Xylene Cyanol F F			500
354 Direct Grey R Paste				22 Xylene Light Yellow 2G			2,000
912 Durindone Red B Paste			50	Total	92,864	38,330	189,018
... Eclipse Brown B K							
... Eclipse Brown 3GK							
551 Erio Chrome Azurol BX							
184 Erio Chrome Black A							
180 Erio Chrome Blueblack B							
180 Erio Chrome Blueblack BC							
... Erio Chrome Flavine A Conc.							
... Erio Chrome Yellow 6G							
158 Ethyl Violet Conc.	25						
... Fast Acid Marine Blue HBBX	10						
123 Fast Green Extra Blush	20,166						
... Fast Light Green	5						
294 Fast Mordant Yellow G	100						
123 Furol G	2						
923 Furol G R	3						
923 Furol S	2						
123 Furolgrau R	3						
637 Gallamine Blue Ex. Paste							
... Green N. No. 622	1						
... Guinea Fast Green B	500						
... Hansa Green G Pdr.	100						
... Helianthine GPF							
910 Helindone Pink AN Paste	230						
910 Helindone Pink BN	700						
910 Helindone Pink BX Paste	1,650						
910 Helindone Pink BN Pdr.	70						
920 Helindone Violet B Pdr.	5						
... Helio Fast Blue SL Conc.	500						
748 Hydron Blue R Paste 30%	50						
... Hydron Olive G Pdr.	110						
... Indanthrene Black BB	1,600						
828 Indanthrene Blue RSP Dbl. Paste	1,500						
850 Indanthrene Blue WBO	50						
760 Indanthrene Golden Orange G Single Paste	1,000						
760 Indian Golden Orange G Dbl. Paste	60						
761 Indian Golden Orange RRT	1,200						
... Indian Golden Orange 3R Paste	100						
... Indian Pink B S Powder	110						
831 Indian Red BN Ex. Paste	100						
... Indian Red Violet RRN	1,730						
768 Indian Violet BN Ex. Paste	1,400						
768 Indian Violet BN Ex. Pdr.	710						
849 Indian Yellow R (Special)	600						
... Indigene Black O. T.							
667 Indochromine T							
... Janus Black I Inde	500						
... Kiton Fast Light Yellow 3G							
... Kiton Fast Orange G							

The Synthetic Organic Chemical Manufacturers Association of the United States elected fifteen new members, last week. P. Schleussner, of the Roessler & Hasslacher Chemical Company, New York City, was elected vice-president of the Fine Organic Chemicals Section. Three additional members were elected to the Board of Governors. Frank L. McCartney, of Monsanto Chemical Works, St. Louis; James T. Pardee, Dow Chemical Co., Midland Mich.; Donald McKesson, of McKesson and Robbins, New York. The President announced that he had sent a telegram to President Harding urging the speedy enactment of a tariff law which would include the feature of American valuation of imports, and that a copy of the resolution setting forth the unanimous views of the members of the Association on the question of American valuation had been forwarded to Chairman Penrose of the Senate Finance Committee.

James Bartlett who was recently appointed manager of the New York office of Parke, Davis & Co., has resigned and George R. Tompkins has been named to succeed Mr. Bartlett. Mr. Tompkins has been in charge of the sales force of the New York office. He was born in New York City and was for a time connected with the du Pont company. H. S. Ferries will be assistant manager.

Manito Chemical Fertilizer Co., 1205 Lehmann Building, Peoria, Ill., has filed notice of change of name to the Manito Chemical Co., at the same time increasing its capital from 2,000 shares of stock, no par value to 2,425 \$150,000.

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## DRUG &amp; CHEMICAL MARKETS

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## QUOTATIONS ON CHEMICAL STOCKS

	Bid	Asked		Bid	Asked
Attna Expl.	10	10½	Heyden Chem.	.....	1
Attna Expl., pf.	67	68	H'k Electro	55	66
Air Reduction	43	43½	H'k Electro, pf.	60	70
Allied Chem. & D.	56½	57	Int. Agricult.	.....	7 8½
Allied Ch. & D., pf.	100	101	Int. Agricult., pf.	36	37
Am. Ag. Ch.	31½	32	*Int. Nickel	11½	12
Am. Ag. Ch., pf.	56½	58½	Int. Salt	43	60
Am. Chicle	8	9	K. Solvay	.....	60
Am. Cot. Oil	21	22	Mathieson Alk.	19	23
Am. Cot. Oil, pf.	46	49	Merc. & Co., pf.	57	62
Am. Cyan.	15	20	Merrimac	77	79
Am. Cyan., pf.	35	45	Mulford Co.	45	50
Am. Druggists S.	5	5½	Mutual Co.	.....	150
Am. Glue	40	45	National Lead	80	81
Am. Glue, pf.	65	70	National Lead, pf.	105	106
Am. Linseed	30½	31	N. J. Zinc	.....	124
Am. Linseed, pf.	59	60	Niag. A., pf.	96	100
Am. Malt	12	13	Parke, Davis & Co.	83	85½
Am. Zinc	13	13½	Penn. Salt	65	67
Amer. Zinc, pf.	37½	38	People's Gas, Chi.	31½	32
Atlas Powder	110	115	Procter & Gamble	676	695
Atlas Powd., pf.	69	72	Procter & Gam., pf.	101	101½
British Am. Chem.	1	..	Rollin Ch.	80	80
By. Prod. Co.	57	65	Rol. Ch., pf.	.....	80
Carborundum	135	135½	Royal Baking Po.	83	89
Carborundum, pf.	115%	116	Royal Baking Po., pf.	85	87
Casein Co.	30	45	Sherwin-Williams	520	540
Celluloid Co.	104	104½	Stand. Ch.	90	100
Celluloid Co., pf.	106	106½	Swan & Finch	37	43
Ches. Mfg.	180	190	*Tenn. C. & Chem.	10	10½
Ches. Mfg., pf.	104	107	Tex. Gulf. Sul.	27	27½
Corn Products	94	94½	Union Carbide	45	45½
Corn Products, pf.	110	115	Union Sulphur	.....	..
Davison Chem.	51	51½	Un. Drug	69	70
Dow Chem.	200	200	Un. Drug, 1st pf.	43	45
Dow Ch., pf.	103	103	Un. Dyewood	56	56
Du Pont	98	101	Un. Dyewood, pf.	94	96
Du Pont, pf.	73	75	Un. Gas, Imp.	39	39½
Freepet, Tex. Sul.	14	14½	Un. Gas, Imp., pf.	50	51
Freepet, Tex. Sul., pf.	91	93	U. S. Gypsum	.....	..
Grasselli	130	130	U. S. Indus. Al., pf.	37	38
Grasselli, pf.	90	95	U. S. Indus. Al., pf.	35	35
Hercules, Powder.	135	140	Va.-Car. Ch.	29	30
Hercules, Powd., pf.	92	94	Va.-Car. Ch., pf.	70	71
			V. Vivandou	7	7½

\*Listed on New York Stock Exchange

The German export embargo, that was relaxed somewhat under pressure from merchants, will be enforced with stricter regulations, beginning Dec. 15. Owing to the recent exchange movement, it is declared that rigid control of prices is necessary. The trade control bodies (Aussenhandelsstelle) in some industries have approximated world market prices much more successfully than in others, and the Government is apparently determined to ensure greater increases in those lines where export prices have not advanced sufficiently. The Government is also seeking to enforce export prices for goods purchased by visiting foreigners at domestic prices.

The Mathieson Alkali Works for the first eight months of 1921 shows a deficit of \$450,000. The company obtained its first actual profits in September and October so that during the ten months after reserves of \$450,000 for depreciation there was a net loss of less than \$325,000. Based on the present outlook the fiscal year should show a deficit of not more than \$200,000. The company has made large advance contract sales for 1922 delivery at satisfactory prices. Net quick assets have decreased \$100,000 since December 31, 1920.

The Royal Baking Powder Co. has declared a dividend of 3% on the common stock and the usual quarterly dividend of 1½% on the preferred, both payable Dec. 31 to holders of record Dec. 15. In June, last, a dividend of 3% was declared on the common stock.

The Hercules Powder Co. has declared the regular quarterly dividend of 2% and an extra dividend of 1% on the common stock, both payable Dec. 24 to stock of record Dec. 15.

The United Drug Co. has declared the regular quarterly dividend of 1¾% on the first preferred stock, payable Feb. 1 to holders of record Jan. 16.

## SUCCESSFUL BIDDERS FOR NITRATE

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 14—The Office of the Director of Sales of the War Department, has announced that bids were received and awards made on 81,000 long tons of sodium nitrate offered for sale by the Philadelphia District Office of the Ordnance Salvage Board, November 30, 1921. One hundred and seven bids were received and awards made to the following bidders: G. S. Alexander and Co., New York, 10,167 long tons at \$36.52 per ton.

Armour Fertilizer Works, Chicago, 56 tons, at \$39.20 per ton.

Equitable Powder Co., East Alton, Ill., 357 tons at \$46.50 per ton.

Over 700 tons were divided among the following companies: Senior Powder Co., Cincinnati, O. at \$40.80 per ton; Senior Powder Co., Cincinnati, at \$43.10 per ton; Hercules Powder Co., Wilmington, Del., at \$40.82 per ton; and Equitable Powder Co., East Alton, Ill., at \$39.45 per ton.

Over 5,600 tons were divided among the following companies: Hercules Powder Co., Wilmington, Del., at \$39.42 per ton; Southern Acid and Sulphur Co., St. Louis, Mo., at \$38.50 per ton; Wessel-Duval Co., New York at \$36.51 per ton; and Hercules Powder Co., Wilmington, Del., at \$34.94 per ton. Over 1,200 tons went to the Hercules Powder Co., at \$42.90 per ton and 2,775 tons at \$41.32 per ton; Merrimac Chemical Co., Boston, 2,221 tons, at \$44.13 per ton; 437 tons at \$42.11 per ton, and 50,893 tons at \$41.60 per ton.

Wessel-Duval Co., New York, received award at \$40.55 per ton; Hercules Powder Co., at \$41.10 per ton; and E. I. DuPont De Nemours & Co. at \$38.30 per ton.

Owing to the three years these nitrates have been stored, awards were limited to 80 per cent of the total amount at any particular location. In estimating the return to the United States, after deducting all handling charges where sales were made f. o. b. cars, the minimum return to the Government should be \$2,625,000, the maximum possibly \$3,000,000. The average net price to the United States after deducting loading and handling charges will be approximately \$39.15 per long ton.

The lots are located at Jacksonville, Fla., New Orleans, Springfield, Ill., Grand Rapids, Mich., Little Rock, Ark., Mobile, Ala., Brunswick Ga., Galveston, Tex., and Hopewell, Va.

## New Incorporations

Gardner Hart Chemical Corp., Dover, Del., capital \$1,000,000. Incorporated by the Corporation Trust Co. of America, Wilmington, Del.

Caffico Chemical Co., Dover, Del., capital \$50,000. Incorporated by Capital Trust Co. of Delaware, Dover.

Panthorn Dye Works, Salem, Ore., capital \$2,000. Corwin Van Pelt, S. Pollitt, Eva J. Pollitt, Portland, Ore.

Visco Chemical Products Co., Cleveland, O., capital \$25,000. R. C. Hyre, W. C. Kelley, M. J. Walther, Raymond E. Hyre, C. Kees.

Cummings Chemical Co., Buffalo, N. Y., capital \$5,000. J. E. Cummings, C. Luongo, J. V. Downey. Attorney, H. H. Murphy, Buffalo.

Tarx Chemical Co., Chicago, capital \$25,000. L. E. Harding, W. C. Waggoner, W. S. Carson, 348 E. Illinois st., Chicago.

Bullion Chemical Co., Memphis, Tenn., capital \$50,000. Howard Brode, Isadore Bullion, Memphis.

Lamson Chemical Co., Wilmington, Del., capital \$150,000. Incorporated by the U. S. Corporation Co., 65 Cedar st., New York. Millbond Chemicals, Inc., Boston, capital \$50,000. Julius Robbins, president; Benjamin Zakon, vice-president; Malton H. Balch, 104 Temple st., West Newton, Mass., treasurer.

Mattern Oil & Grease Co., Oil City, Pa., capital \$30,000. R. B. Mattern, Oil City, treasurer.

Hercules Chemical Co., Dover, Del., capital \$100,000. Chemical and centrifugal apparatus. Agent, Franklin L. Mettler, Wilmington, Del.

## The Heavy Chemical Market

Current Spot Quotations of Heavy Chemicals, Pages 1278-1279

### MAKERS AND IMPORTERS PRICES ARE FIRM

**Advances in Foreign Exchanges Lend Strength To Market—Resellers Caught With Material That Is Cheaper Under the New Contracts—Business In December Better Than In November**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

##### Advanced

Zinc Chloride, Imp., 1c lb.

##### Declined

Ammonia Anhyd., 1c lb.      Ammonia Water, 1/4c lb.  
Arsenic, 1/4c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetic Acid, Glacial	lb. \$10	\$10	\$10	\$10 1/2
Sulfuric Acid, 66 deg.	ton 17.00	17.00	17.00	20.50
Bleaching Powder Works	100 lbs. 2.25	2.25	2.25	4.00
Copper Sulfate	100 lbs. 5.55	5.55	5.00	6.00
Potash, Caustic	lb. .05 1/2	.05 1/2	.05	.16
Saltspetre, gran.	lb. .07 3/4	.07 3/4	.09 1/4	.11 1/4
Soda Ash, 58 p.c.	100 lbs. 1.85	1.85	2.15	1.90
Caustic Soda, 76 p.c.	100 lbs. 3.85	3.85	3.90	3.80
Potassium Bichromate	lb. 10 1/2	10 1/2	.11	.22
Average	3.439	3.439	3.423	4.089

Reports from some quarters show that business in heavy chemicals is improving and business so far in December is better than in November, but it still lags behind October. This condition is somewhat spotty, however, and is not so noticeable in the trade as a whole. Buying has been confined to small lots on the old excuse of the coming inventory. Contract business for deliveries to begin after the first of the year is progressing well with every indication that January business will be far and away ahead of recent months. Prices are showing a firmer trend on the advances in foreign exchange as well as the increased contract demand. Manufacturers are holding fairly steady at present levels, and importers are finding themselves in continual difficulties with advancing foreign exchange. In the resale markets conditions were less favorable to sellers. Quite a number of dealers are facing the prospect of being caught with goods which were bought this year after the new contracts at lower prices go into effect. From their point of view the situation looks decidedly gloomy as they will inevitably be faced by the necessity of selling at further losses. The desire on the part of the makers to prevent stocks of consequence from getting into the hands of those who may later weaken has had a very decided effect here too.

Prices in resellers' hands are weak but makers and importers are firmer in their views. Makers have reduced ammonia water and anhydrous ammonia after nearly a year at the former level. Imported zinc chloride is much firmer. Contract business in alkalies is active but resellers are unable to attract buying of consequence by cutting prices. Sodium bichromate is firm with contract business fairly active. Makers of cyanide of soda are very firm in their ideas on the eve of the announcement of contract prices. Imported copper sulfate is offered here cheaper than domestic. Arsenic is lower.

**Acid, Acetic**—Makers are well in line on a basis of \$2.50 per hundred for 28% acetic in barrels. Other strengths are quoted at proportionate prices. Glacial is 10c@11c per pound according to brand and maker.

**Acid, Mixed**—Prices are quoted unchanged by makers on a basis of 8 1/2c per unit of nitric and 1c per unit of sulfuric on a very fair contract business.

**Acid, Muratic**—Makers are holding prices at recent levels although business is not up to expectations. The price basis is still \$1.50@\$2.00 per hundred for 20 degree commercial acid in carlots of carboys. Iron free acid is quoted on a basis of \$1.75.

**Acid, Sulfuric**—Makers quote prices unchanged at recent levels. Contract business is moving in very fair volume. Prices are quoted on a basis of \$17.00@\$18.00 per ton for 66 degree acid in tank cars f. o. b. works and \$11.00@\$12.00 per ton for 60 degree acid on the same basis. Oleum 20% is quoted at \$21.00@\$23.00 per ton basis cars works.

**Ammonia**—Prices on anhydrous ammonia have been reduced by makers 1c per pound to 30c for cylinders.

**Ammonia Water**—Makers have reduced their prices 1/4c to a basis 7 1/2c per pound for 26 degree ammonia in drums. The last reduction on ammonia was made in January and consumers have been very much struck by the persistence with which producers have held this price up in the face of a sharply declining market in other items.

**Ammonium Bifluoride**—Importers name 20c@22c per pound on the spot and makers are asking 20c@24c per pound according to brand and quantity.

**Ammonium Chloride**—Importers are holding their prices firm about 1/2c per pound below makers' figures. Makers quote gray and white granulated at 7c@7 1/4c and 7 1/2c@7 3/4c per pound respectively against importers figures of 6 1/2c@6 3/4c and 7c@7 1/4c per pound. Lump sal ammoniac is steady at 15c per pound in casks.

**Ammonium Sulfate**—Prices are steadier at \$2.25 per hundred works and \$2.60@\$2.75 per hundred in double bags f. a. s.

**Arsenic**—Factors in the trade are in sharp disagreement as to prices. As low as 5.30c per pound can be done for arrival within a few days. Spot holders want 5 1/2c and makers name 6c firm as their lowest. Reports of 6 1/4@6 1/2c are decidedly out of line except where lots of single kegs are concerned.

**Carbon Tetrachloride**—Makers' prices hold at 10 1/2c @12c per pound according to quantity. Several lots of German origin have been refused admittance through customs and are now held here in bond. Prices on these lots are much lower than the domestic prices.

**Copper Sulfate**—Makers are holding very firm at \$5.55@\$5.65 per hundred in carlots of barrels according to quality. Importers are offering limited quantities on the spot as low as \$4.95@\$5.00 per hundred.

**Copperas**—Prices are very firm with makers naming 75c@\$1.25 per hundred f. o. b. works in bulk and barrels.

**Lithopone**—Repeated rumors of imported lithopone below even the 5c price quoted are heard. Domestic makers have had little difficulty in keeping their business at 6c@7c per pound on account of the superior quality of their product.

**Lime Acetate**—One maker at least is willing to take on business at \$1.75 per hundred although in other quarters the price is quoted as firm as \$2.00 per hundred.

**Potash, Caustic**—Prices are somewhat irregular on the unsettled situation abroad and it is possible to do

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## DRUG &amp; CHEMICAL MARKETS

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$5\frac{1}{4}$ c a pound for shipment landed. Prices on the spot are quoted at  $5\frac{1}{2}$ c@ $5\frac{3}{4}$ c per pound. Rumors of lower prices are hardly to be believed as foreign exchange advances. Makers are out of the market still at 8c per pound.

**Potassium Bichromate**—Prices are very firm at  $10\frac{1}{2}$ c @11c per pound for crystals. Powdered is named at 13c @ $13\frac{1}{2}$ c per pound.

**Potassium Permanganate**—Imported U. S. P. is offered as low as 15c per pound against a maker's price of 22c per pound for technical.

**Soda Ash**—Resale prices are held at \$1.85 per hundred in the absence of interest. Makers are doing a fair contract business at  $\$1.47\frac{1}{2}$  per hundred basis 48% works in bags.

**Soda, Caustic**—Spot resale caustic is quoted at \$3.85 per hundred without interest from consumers. Contract business is moving freely at \$2.90 per hundred basis 60% f. o. b. works.

**Sodium Bichromate**—Contract business is being put through at  $7\frac{3}{4}$ c per pound against a spot price of 8c per pound.

**Sodium Cyanide**—Makers are firmer in their views on price. The 96-98% grade is quoted at 30c per pound although 28c can be done on quantity business. Importers are firm at 26c@ $26\frac{1}{2}$ c for 120% and 27c@ $27\frac{1}{2}$ c for 128%.

**Sodium Nitrate**—Offers from imported stocks as well as from makers are around  $6\frac{1}{2}$ c@ $6\frac{3}{4}$ c per pound. It is doubtful if this level can be shaded.

**Zinc Chloride**—Importers are quoting sharply higher figures on zinc chloride at 6c@ $6\frac{1}{2}$ c per pound for fused and granulated on the spot. Makers quote 8c on the former and  $11\frac{1}{2}$ c on the latter grade.

The Board of the United States General Appraisers overruled the protest of F. W. Myers & Co., of Detroit, covering thorium nitrate. Duty was assessed by the collector at the rate of 25 per cent ad valorem under paragraph 154 providing for "thorium, oxide of," while the importers claimed that it was properly dutiable at 10 per cent ad valorem under the provision in the same paragraph for "gas mantle scrap consisting in chief value of metallic oxides." It was shown at the hearing that while the merchandise was originally gas mantle scrap, it had gone through a process to produce thorium nitrate.

The market for tin is stronger on higher London cables and sterling exchange. Standard grades in London advanced £2 2s 6d for spot to £168 2s 6d and £1 15s for futures to £169 15s. The New York market advanced about  $\frac{1}{4}$  to  $\frac{1}{2}$ c with sellers at 32 cents for spot and the nearer future positions. Straits deliveries on the Metal Exchange advanced  $\frac{1}{4}$ c for spot,  $\frac{1}{2}$ c for December and  $\frac{3}{4}$ c for later positions.

Laboratory work on the purification of copper sulfate solutions is being conducted at the Pacific experiment station of the Bureau of Mines at Berkeley, Calif. At this station an effort is also being made to determine where methane begins to function as a reducing agent for oxides of iron, with particular reference to the temperature above which reduction becomes rapid.

The Bromite White Lime Co., Woodruff Building, Springfield, Mo., is to construct a new two-story and basement plant, estimated to cost \$50,000. D. F. Klepinger is secretary.

## NEW CLASSIFICATION OF CHEMICALS WHICH ENTER INTO U. S. FOREIGN TRADE

Group Includes Coal-Tar Products, Medicinal and Pharmaceutical Preparations, Other Chemicals, Pigments, Paints and Varnishes, Fertilizers, Explosives and Miscellaneous Chemical Products

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 7.—The new classification of products which enter into the foreign trade of the United States will be put in force on Jan. 1, having now been completed and approved by the Department of Commerce. The chemical group includes coal-tar products; chemicals; medicinal and pharmaceutical preparations; pigments, paints and varnishes; fertilizers and fertilizer materials; explosives, ammunition, and fire-works; miscellaneous chemical products. The list follows:

Class No.	Commodity	Unit of quantity
<b>Crudes:</b>		
8002	Benzol	Lb.
8003	Crude tar	Bbl.
8006	Toluol	Lb.
8007	Solvent naphtha	Gal.
8009	Other crude distillates	Lb.
<b>Intermediates:</b>		
8011	Carbolic acid	Lb.
8013	Aniline oil and salts	Lb.
8025	Naphthalene	Lb.
8026	Nitrobenzol	Lb.
8029	Other intermediates	Lb.
<b>Finished products:</b>		
8052	Color lakes	Lb.
8053	Other colors, dyes, and stains	Lb.
8084	Medicinals	Lb.
8093	Synthetic phenolic resins	Lb.
8094	Photographic chemicals	Lb.
8099	Other coal-tar finished products, n.e.s.	Lb.
<b>Chemicals, Except Coal-Tar</b>		
<b>Acids and anhydrides:</b>		
8101	Acetic	Lb.
8106	Sulphuric	Lb.
8112	Nitric	Lb.
8122	Boric (boracic)	Lb.
8126	Lactic	Lb.
8129	Other acids and anhydrides	Lb.
<b>Alcohols:</b>		
8131	Wood and denatured	Gal.
8136	Other alcohol	Gal.
8141	Ammonia and ammonium compounds	Lb.
8144	Aluminum sulphate	Lb.
8145	Baking powder	Lb.
<b>Calcium compounds:</b>		
8151	Acetate of lime	Lb.
8153	Calcium carbide	Lb.
8182	Chloride of lime or bleaching powder	Lb.
8185	Chloroform	Lb.
8187	Copper sulphate (blue vitriol)	Lb.
8189	Dextrine or British gum	Lb.
8190	Formaldehyde (formalin)	Lb.
8191	Glycerin	Lb.
8192	Infants' food, malted milk, etc.	Lb.
8194	Magnesium sulphate (Epsom salts)	Lb.
8195	Petroleum jelly	Lb.
<b>Potash:</b>		
8211	Chlorate of	Lb.
8227	Bichromate of	Lb.
8229	Other	Lb.
<b>Sodas and sodium compounds:</b>		
8244	Cyanide	Lb.
8244	Borax	Lb.
8251	Soda ash	Lb.
8255	Silicate (water glass)	Lb.
8261	Sal soda	Lb.
8262	Caustic soda	Lb.
8264	Bicarbonate	Lb.
8269	Other sodium compounds, n.e.s.	Lb.
8281	Thorium nitrate	Lb.
8285	Washing powder and fluid	Lb.
8291	Zinc chloride	Lb.
8299	Other chemicals, except medicinal and pharmaceutical preparations	Lb.
<b>Medicinal and Pharmaceutical Preparations</b>		
8301	Morphine and other salts of opium	Oz.
8302	Quinine sulphate and other salts of cinchona	Oz.
8304	Caffeine	Lb.
8305	Cocaine	Oz.
8306	Strychnine	Oz.
8321	Antitoxines, serums, and vaccines	Oz.
8329	Other medicinal and pharmaceutical preparations	Lb.

(Continued on Page 1251)

## The Fine Chemical Market

Current Spot Quotations of Fine Chemicals, Pages 1264-1265

### SPECTACULAR RISE IN QUICKSILVER

**Higher Exchange Cause—Bismuth Advanced—Refiners Up on Glycerin—Iodides and Iodine Advanced by Manufacturers—Santonin Higher—Tartaric Easier—Caffeine Cut—Market Soft and Demand Further Reduced**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

##### Advanced

Ammonium Iodide, 30c lb.	Hydroquinone, 25c lb.
Glycerin, C.P., ½c lb.	Iodine, Resublimed, 30c lb.
Dynamite, 1c lb.	Potassium Iodide, 30c lb.
Crudes, 1c lb.	*Santonin, \$5 lb.
Hydrastine, \$1 oz.	Sodium Iodide, 10c lb.
 *Acid Tartaric, 1c lb.	 *Cocoa Butter, 2c lb.
*Amidopyrine, 25c lb.	*Cream Tartar, 1c lb.
*Antipyrine, 10c lb.	*Gelatin, S.L., 15c lb.
Berberine Sulfate, \$3 oz.	Hyoscine Hydrobrom., \$3 oz.
*Brucine Sulfate, 10c oz.	*Potass. Bicarbonate, ½c lb.
*Caffeine Alkaloid, 15c lb.	 *Imported or Resale

##### Declined

 *Acid Tartaric, 1c lb.	 *Cocoa Butter, 2c lb.
*Amidopyrine, 25c lb.	*Cream Tartar, 1c lb.
*Antipyrine, 10c lb.	*Gelatin, S.L., 15c lb.
Berberine Sulfate, \$3 oz.	Hyoscine Hydrobrom., \$3 oz.
*Brucine Sulfate, 10c oz.	*Potass. Bicarbonate, ½c lb.
*Caffeine Alkaloid, 15c lb.	 *Imported or Resale

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetanilid .....	\$3.38	\$3.33	\$3.33	\$4.40
Acid Citric, resellers .....	.44	.44	.45	.45
Caffeine, Alkaloid .....	4.10	4.25	4.50	6.75
Calomel, American .....	.82	.82	.82	1.10
Camphor, Jap., ref. ....	.90	.90	.87	.95
Iodine, Resublimed .....	3.80	3.50	3.50	4.00
Menthol .....	4.75	4.75	4.75	4.00
Morphine Sulfate .....	4.80	4.80	4.80	5.80
Potassium Bromide, Cryst. ....	.19	.19	.19	.47
Quinine Sulfate, Import .....	.68	.68	.67½	.70
Sodium Salicylate .....	.30	.30	.28	.50
Strychnine Sulfate .....	1.15	1.15	1.15	1.55
 <b>Average</b> .....	 <b>1.88</b>	 <b>1.87</b>	 <b>1.89</b>	 <b>2.19</b>

Manufacturers report that the month from the middle of November to the corresponding time in December, has been one of the slowest experienced since the extreme dullness of the early summer. Orders are small and scarce, and competition is keener among producers. The reduced demand has done much to remove the steadiness and basic stability of the market, particularly in the matter of imported goods, although rising exchange rates tend to offset this to some extent. The slower demand and generally softer tone to the medicinal chemical situation has not prevented manufacturers advancing prices, however, where the position of the product in question warranted a higher price. The case of iodine, and the iodides, is an example. The sharp advance in hydroquinone is another case, as is also the advance in glycerin by refiners. The strength of quicksilver, bismuth, quinine, the salicylates, is a factor which tends to offset the sagging effect of the weaker elements.

Quicksilver is sharply higher here owing to the rise in sterling and lire. Bismuth has also been advanced again. Resublimed iodine and the iodides are up in makers' hands owing to the higher cost of crude iodine. The quotation of Swiss francs above par brought out another sharp rise in spot santonin prices. Refiners have announced higher quotations for C. P. and dynamite glycerin. Makers advanced hydroquinone sharply, back to its former level. Cheap imports finding reduced demand here have weakened some items, including tartaric acid, cream tartar, cocoa butter, silver label gelatin, potassium bicarbonate, and antipyrine. Caffeine in import and resale quarters has weakened further.

**Acid Acetylsalicylic**—Strong and firmly maintained at the advance of last week to 70c a pound. Manufacturers in control of the situation.

**Acid Citric**—Demand dull. Pressure to sell stronger. Price unchanged at 44c a pound for spot imported crystals in kegs. American makers adhere to 47c basis barrels unchanged.

**Acid Salicylic**—Holds at 24c a pound for U.S.P. in barrels from leading manufacturers. Demand is still dull, but the firmer position of phenol is a strengthening factor. Resale goods slightly under makers' schedule.

**Acid Tartaric**—Recent imports pressing for sale here in the face of a reduced consuming demand, have weakened the price. Spot U.S.P. goods in quantity can be bought here at 25½c a pound in kegs for crystal or powder, ranging to 27c as to quantity and seller. American makers at 35c unchanged.

**Alcohol**—Denatured quiet, but well held by producers at 45c@47c a gallon for Nos. 5 and 6. Resale at 42c@44c. Wood alcohol easy at 60c a gallon for resale barrels, 95-97 per cent. Producers at 58c drums and 65c barrels. U.S.P. ethyl alcohol unchanged and quiet at \$4.80 a gallon.

**Amidopyrine**—Cheaper lots of imported amidopyrine are available on the spot at \$4.50 a pound. Demand quiet and competition keen.

**Antipyrine**—Some importers are shading below the openly quoted level of \$1.75 a pound for spot goods, \$1.65 having been heard here. Demand dull.

**Bismuth**—The metal is again higher here owing to the further rise in British exchange. Inside for spot is now \$1.80 a pound. An advance in the bismuth preparations although looked for for some time back, has not been made at this writing.

**Brucine**—The demand for brucine sulfate for Formula 40 has been extremely disappointing. Lots are reported to have sold at half makers' schedules. Makers at 35c, but sales at 25c an ounce and even less.

**Caffeine**—No demand for caffeine alkaloid holds the position of the material very weak. Imported goods are getting what business there is, which is very little. Price shading is the order of the day. Imported alkaloid here at \$4.00@\$4.10 a pound, with reports that \$3.90, and even less, has been quoted on a good sized order. American manufacturers and distributors at \$4.75 up to \$5.25 a pound as to seller.

**Camphor**—The demand for camphor is steady for the small sizes, while the call for bulk goods and slabs is limited. Prices are well held and show no disposition to vary from current levels at this time. Japanese refined, also Chinese, are quoted at 90c@92c a pound for 2½ pound slabs on spot in cases. Tablets scarce with prices named at 96c@97c a pound. American refiners busy on small sizes.

**Cocoa Butter**—Sales of ton lots were made last week at a price under 25c a pound. This week reports indicate that smaller quantities can be covered at close to 25c owing to the softer position on spot as a result of heavy imports. Cakes, fingers, etc., as to wrapping, packing, and brand from 32½c up to 37½c.

**Cod Liver Oil**—In fair demand with prices unchanged

at \$17.50@\$18.50 a barrel for 1921 Norwegian on spot. The \$20.00 shipment price from Norway does not appear to affect the position of this market to any marked degree.

**Cream Tartar**—Lots of U.S.P. goods are heard at 26c, and less on large lots. Smaller quantities of imported at 27c@28c. American made at 35c unchanged.

**Gelatin**—New imports of silver label gelatin cheaper on spot at \$1.10@\$1.20 a pound.

**Glycerin**—Refiners have advanced prices to an inside of 15½c a pound for C. P. in drums. Cans at 16½c. Dynamite at 14c. Crudes higher at 10c@11c for loose saponifications, and 9½c@10c for soap lye. Resale lots of C. P. reported at 15c for drums and 16c for cans.

**Hydrastine**—Firmer here at \$12.00@\$14.00 an ounce for alkaloid, hydrochloride, and sulfate.

**Hydroquinone**—Advanced sharply by makers back to the former level of \$1.25 a pound, cost of production reported warranting nothing lower.

**Hyoscine**—Scopolamine hydrobromide is cheaper here at \$12.00@\$14.00 an ounce.

**Iodides**—Manufacturers have advanced iodine resublimed and the iodides owing to the higher cost of crude iodine, due to the higher rate of sterling exchange. The new basis is \$3.80 a pound for iodine resublimed in 5 lb. lots; ammonium iodide \$4.60 in 5 lb. lots; potassium iodide, \$2.90 in fifty pound lots; sodium iodide, \$3.40 in 25 pounds lots.

**Mercury**—The rise in pound sterling and lire early in the present week shot the price of quicksilver again sharply upward here. Holders, who had been asking \$47.50 and \$48.00 a flask for spot metal, jumped to an inside of \$52.00. In some instances, for jobbing lots, as high as \$55.00 a flask was named. The maintenance of a high shipment price by Italian interests is directly reflected in the strength of this market in spite of the small demand here. Spot holders are likewise keeping the situation well in hand. An advance in mercurials, although expected daily, has not been made at this writing.

**Quinine**—Imported goods in small supply at 68c@70c an ounce for sulfate. Manufacturers report a good business, but not as brisk as a month or so ago. Maintain 70c an ounce for sulfate in 100s firmly. Several large lots reported taken out of this market for export last week.

**Santonin**—Has been advanced again \$5.00 a pound to a level of \$147.00@\$150.00 a pound for crystals, and \$148.50@\$151.50 for powder. The rise of Swiss exchange to practically a parity with the dollar is given by the importer as the reason for the advance.

An investigation of the electrothermic smelting of zinc and the condensation of zinc vapor is being undertaken at the Mississippi Valley Experiment Station of the Bureau of Mines, at Rolla, Mo., in cooperation with the Missouri School of Mines and Metallurgy. A critical study of the physics and chemistry of the condensation of zinc vapor will be made for the purpose of obtaining sufficient data to design a condenser for an electric furnace which will result in the elimination or diminution of the formation of blue powder.

Headquarters for Pronto, the new corporation chartered under the laws of Maryland with capital stock of \$2,000,000 to manufacture shampoos, tooth pastes, liver pills, headache remedies, and similar goods, have been established on South Charles street, near Lombard, Baltimore.

The Kuykendal Chemical Co. of Rock Hill, S. C., has moved to Columbia, S. C. The company manufactures Anti-Ferment. Its capital is \$50,000. C. M. Kuykendal is president.

## NEW CLASSIFICATION OF CHEMICALS

(Continued from Page 1249)

Class No.	Commodity	Unit of quantity
8401	Mineral earth pigments, ochre, umber, sienna, metallic whiting, etc.	Lb.
8411	Chemical pigments:	
8414	Zinc oxide .....	Lb.
8421	Lithopone .....	Lb.
8423	Bone black .....	Lb.
8424	Carbon and lampblack .....	Lb.
8425	Red lead and litharge .....	Lb.
8426	Sublimed lead (basic sulphate) .....	Lb.
8429	White lead (basic carbonate) .....	Lb.
	Other chemical pigments .....	Lb.
8431	Paints, stains, and enamels:	
8432	Enamel paints .....	Lb.
8433	Flat interior paints .....	Gal.
8434	Other ready-mixed paints .....	Gal.
8439	Other paints .....	Lb.
	Varnishes:	
8441	Spirit varnishes .....	Gal.
8443	Oil varnishes .....	Gal.
8449	Other varnishes .....	Gal.
	Fertilizers, and Fertilizer Materials	
8501	Nitrogenous fertilizer materials:	
8505	Calcium cyanamid or lime nitrogen .....	Ton
8509	Sulphate of ammonia .....	Ton
	Other nitrogenous materials .....	Ton
8511	Phosphate materials:	
	Bone phosphates .....	Ton
8513	Phosphate rock—	
8514	High-grade hard rock .....	Ton
8515	Land pebble .....	Ton
8519	Other phosphate rock .....	Ton
8551	Superphosphates (acid phosphates) .....	Ton
8555	Prepared fertilizer mixtures .....	Ton
8559	Other fertilizers, n.e.s. ....	Ton
	Explosives, Ammunition, and Fireworks	
8601	Explosives:	
8602	Smokeless powder .....	Lb.
8603	Other gun powder .....	Lb.
8603	Blasting powder .....	Lb.
8604	Dynamite .....	Lb.
8605	Nitrocellulose (cordite, gun cotton, etc.) .....	Lb.
8609	Other explosives .....	Lb.
8621	Primers and fuses:	
8625	M Mercury and other fulminates .....	Lb.
8625	Fuses .....	Lb.
8629	Blasting and percussion caps .....	Lb.
	Ammunition and fireworks:	
8691	Cartridges, loaded .....	Lb.
8692	Shells and projectiles, loaded .....	Lb.
8699	Other, including fireworks .....	Lb.
	Miscellaneous Chemical Products	
8712	Soaps:	
8713	Toilet or fancy .....	Lb.
8719	Laundry .....	Lb.
8719	Other soap .....	Lb.
8721	Perfumery and toilet waters .....	Lb.
8730	Talcum and other toilet powders .....	Lb.
8732	Creams, rouge, and other cosmetics .....	Lb.
8733	Defrizzices .....	Lb.
8739	Other toilet preparations .....	Lb.
	Pyroxylin products, known as celluloid, pyralin, visco, colloid, fiberloid, etc.	
8741	In blocks, sheets, or rods .....	Lb.
8743	Manufactures of .....	Lb.
	Blackings and polishes:	
8751	Shoe polishes .....	Lb.
8759	Other blackings and polishes (Includes leather stains and dressings and stove polishes, metal polish 5735) .....	Lb.

Amendment of the tax law enacted last session to increase the levy on whiskey sold for medicinal purposes from \$2.20 to \$6.40 a gallon was proposed by Representative Green, of Iowa, ranking Republican member of the ways and means committee. The increased rate, he estimated would yield \$20,000,000 to \$40,000,000 annually. The amendment also would authorize the withdrawal of liquors from private warehouses for storage in Government warehouses. It is similar to the one added to the tax bill by the Senate but eliminated later by the conferees in the extra session.

The Imperial Gypsum & Oil Co., has applied for authority to construct a narrow gauge railway from the San Diego & Arizona Railway near Dixieland, Cal., to the company's gypsum beds twenty-five miles away. The road is to be used for transporting gypsum from the mines.

## The Intermediate and Dye Market

Current Spot Quotations of Intermediates and Dyes, Pages 1270-1271

### DYE PRICES ALLOWED TO SAG

**Consumers Show Little Interest—Concessions Made by Manufacturers Largely to Hold Some Customer's Trade—Nevile & Winther's Acid, Dimethylaniline, and Mixed Toluidines Lower**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

##### Advanced

##### No Advances

##### Declined

Acid, Nevile & Winther's, 5c lb. Toluidine, Mixed, 5c lb.  
Dimethylaniline, 2c lb. o-Toluidine, 3c lb.

Trend of the Market					
	Today	Last Week	Last Month	Last Year	
Benzene, C. P.....	gal. \$27	\$27	\$27	\$35	
Naphthalene, flake.....	lb. .06½	.06½	.07	.08	
Phenol .....	lb. .10	.10	.09	.11	
Xylene, 10 degrees.....	gal. .35	.35	.35	.45	
Toluene, pure .....	gal. .28	.28	.28	.35	
Aniline Oil .....	lb. .17	.17	.18	.22	
Benzaldehyde .....	lb. .45	.45	.45	.45	
Betanaphthol, dist. ....	lb. .30	.30	.30	.42	
Paranitroaniline .....	lb. .77	.77	.77	1.05	
o-Toluidine .....	lb. .20	.23	.25	.27	
Average .....	0.295	0.298	0.300	0.374	

Trading in dyes and intermediates during the past week has been practically at a standstill, in spite of the signs which point to improvement, and prices have shown the effect of this lack of interest from consumers. The announcement of the dye import licenses granted during November is taken as decidedly hopeful by the dye trade since the November licenses called for a total of only 320,212 pounds of dyes as against 767,978 pounds licensed during October. The inference is naturally that the Dye and Chemical Control Section is living up to its announced policy of requiring much more definite reasons for granting licenses than in the past. The relief in the trade which might be expected to follow this move has not yet become evident, but it is confidently expected by all factors in the dye trade that the first of the year will see a very marked change for the better. Until that time a general air of hopelessness seems to pervade dye circles. Prices are without meaning and firm business can be done at almost any price the buyer is willing to pay. The amount of material of all kinds moving is very small and, in the cases of many of the smaller manufacturers is practically nil. The coming of inventory time is freely blamed by many for a large part of present slowness.

Prices as quoted have no meaning when a firm order for any considerable quantity of goods is in sight, and rumors of all kinds of concessions are passing freely through the trade. It is a question which rumored cuts are those that have been made and which are those that would be made for business. The prices quoted lower this week do not represent sharp or definite price reductions, but are the figures reached by stages in competitive business. Nevile & Winther's acid, dimethylaniline, mixed toluidines and ortho-toluidine are priced lower. Aniline oil and beta-naphthol are a trifle less unsteady for the time being. Rumors of cuts on para-nitroaniline, benzidine, and other intermediates, are heard although it has been impossible to trace them to definite sellers.

#### Coal-Tar Crudes

**Benzene**—Prices are steady in producers' hands at

27c@33c per gallon in tank cars and drums for C. P. Supplies are still behind the demand although improving gradually.

**Naphthalene**—Offers are freely made at 6½c per pound for flake in quantity although refiners state that this price as quoted by them is for contract business only, beginning January, 1922. Spot delivery from refiners is quoted at 7½c but doubt is expressed in the trade that they would refuse a firm bid of 6½c for any reasonable quantity whatever the delivery.

**Phenol**—Very limited inquiry has characterized the week in phenol but the tightness of supplies has enabled holders to maintain their quoted basis at 10c@11c per pound in large drums. The government surplus price is held at 12c@17c per pound.

**Toluene**—Refiners' prices are unchanged at 28c@34c per gallon in tank cars and drums. Interest from consumers is very slow.

#### Intermediates

**Acid, Anthranilic**—Makers report a very small inquiry although quoting prices unchanged at former levels. One maker has temporarily withdrawn from the market on account of the insignificant amount of business offered him. Technical acid is quoted at \$1.10@\$1.15 and pure at \$1.30@\$1.35 per pound.

**Acid, H**—Makers are much disturbed by the persistent rumors of very low prices at which business is said to have been done but which are not clear enough to lay the blame definitely in any particular direction. Quotations are \$1.00@\$1.05 per pound but the persistence of rumors of 90c and less has led consumers to view the market with suspicion.

**Acid, Nevile & Winther's**—Producers have announced definitely lower prices following a period of private-term-price-cutting. The present quotation is \$1.30@\$1.35 per pound according to quantity.

**Aniline Oil**—It is doubtful if better than 17c can be done in spite of rumored offers at fractionally lower figures. Some holders name 18c, which is believed to be a fair figure, but under the circumstances it is highly probable that these holders would shade to 17c.

**Alpha-naphthylamine**—Quotations are held at 30c although rumors of 28c and even less are widely current. It seems probable that the lower figures may have been done on contract business.

**Benzidine**—The market is decidedly nervous on the rumors current of sharp price cuts which it has been impossible to trace to their source. Quotations generally are 90c per pound for base and all sellers are willing to admit having done business on this basis, but none will admit the cuts below this level.

**Beta-naphthol**—For the time being beta is attracting little attention and prices are holding at the former level of 30c@32c per pound. It is probable that interest from consumers would bring out competition and shading of even these figures.

**Dimethylaniline**—Prices have sagged noticeably and openly quoted values are lower at 40c@42c per pound from makers. Business in a reasonable way might bring concessions below this quotation.

**Meta-nitroaniline**—The quoted prices based on 85c per pound for quantity are meaningless where firm busi-

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## DRUG &amp; CHEMICAL MARKETS

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ness is presented and rumors of sharply lower figures are heard.

**Para-aminophenol**—Makers state that it is impossible for them to do business in competition with low priced lots in outside hands of goods of doubtful quality and origin. Prices are quoted at former levels by makers but have no meaning under the present circumstances.

**Ortho-toluidine**—Makers are offering at lower figures following sharp competition on price. The quoted price has been gradually reduced to 20c@22c per pound according to quantity.

**Para-nitroaniline**—Holders of para are showing a nervous tendency in the face of rumors that cannot be traced to their origin stating that prices have been sharply cut in some quarter. The quoted level given out by makers is still 77c@80c per pound according to quantity.

**Toluidines**—Lower prices have been reached in competitive bidding for business and it is now possible to do 30c@32c per pound from makers.

**FIREMEN NEED SPECIAL GAS MASK**

Warning that the Army gas mask, while capable of giving protection against the deadly gases met on the battlefield, does not protect against all the gases or atmospheres encountered in mines, in the industries and in fire-fighting is given by the United States Bureau of Mines, which says:

"Perhaps the most serious limitation of the Army mask for fire fighting is its inability to protect against ammonia and carbon monoxide. Although special ammonia canisters are now available, commercially, and carbon monoxide canisters soon will be available, the fire fighter does not know in advance what gas or combination of gases he may find. Many buildings contain ammonia refrigerating plants, and all cities outside the natural gas belt are piped for artificial gas containing carbon monoxide.

"The firemen, therefore, must have, in a single mask, protection against all these gases. Enough progress has been made by chemists working under the direction of the Bureau of Mines and subsequently in the Chemical Warfare Service, in the development of an absorbent for carbon monoxide to raise the hope that a combination canister for a fireman's mask, which will protect against smoke, ammonia, carbon monoxide, and practically all chemical fumes, will soon be commercially available. When this is accomplished, a fireman can be protected in any atmosphere where a safety lamp will burn."

The Superior Chemical Co. has been organized at San Francisco with offices in the Kohl building. F. L. Firebaugh is general manager and with him are associated Knox Lofland and Benjamin E. Apte. A chemical plant in San Francisco is to be taken over and plants will be established in other sections of the state.

H. K. Faye, traffic manager for the Western Pacific railroad, has announced a reduction of 20 cents per 100 pounds in the rate on caustic and silicate of soda, soda ash and monohydrate from Chicago and Western points for Oriental export. The new rate will be 60 cents per 100 pounds and became effective Dec. 8.

R. D. Quinlan, of Parrott & Co., importers and exporters of San Francisco, sailed recently for Ecuador via Panama in the interests of this firm.

The Barbour Chemical Works, with offices at 585 California St., San Francisco, has filed a petition for dissolution.

**GERMAN DYE IMPORTERS INCLUDED IN INQUIRY CONCERNING DYE LOBBY**

**Agents of German Manufacturers Infesting Lobbies of the Capitol, Declares Senator Frelinghuysen, to Break Down Dye License System—Committee on Judiciary to Conduct the Investigation**

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., Dec. 14.—When the resolution for the investigation of the alleged "dye lobby," introduced by Senator King, came before the Senate, last week, Senator Frelinghuysen of New Jersey, moved to include in the investigation the activities of importers of German dyes, charging that Germany was seeking by secret means to regain her control of the American dyestuffs market, and that a "carefully organized and strongly financed movement" was at work to this end.

"The agents and attorneys of the German dyestuffs manufacturers," said the New Jersey Senator, "are today infesting the lobbies of the Capitol and buttonholing members of Congress. It is a systematic propaganda to permit Germany to invade the country and wrest from Americans the control of this important industry of the United States."

Mr. Frelinghuysen said that, instead of a monopoly such as charged, the dyestuffs industry in this country was made up of from 200 to 300 independent manufacturing concerns. The industry, he added, was built up during the war and was today an essential factor in American preparedness for any emergency that might develop in the future. The German dyestuffs industry, he pointed out, was the backbone of the German poison gas activities in the war, and it was, he said, just as necessary now for this country to be prepared against such methods for making war as it was during the World War.

"I do not believe in harassing with an inquiry," the Senator continued, "an industry like this one in America, which is so necessary to the national defense. I think the investigation is unwarranted, but if we are to have one, let us by all means include the German dyestuffs lobby, which is reaching out to regain control of the dyestuffs business in this country. The truth is that Germany is rapidly regaining the trade she lost as a result of the war."

Senator Frelinghuysen urged a permanent embargo against German dyestuffs, and said that already there were in New York waters, ships loaded with the German product waiting to unload, once the embargo provided for in the Emergency Tariff law was removed.

The resolution as adopted by the Senate includes the King resolution, amended to cover the activities of importers of German dyestuffs, their agents and lobbyists. It was referred to the Committee on Judiciary who will conduct the inquiry.

**NEW SILICATE OF SODA MANUFACTURERS**

The Crystal Chemical Corp. has put into operation its new plant at Summitville, Indiana, for the production of silicate of soda. Test runs by engineers were completed about Dec. 1, and showed economical production costs and a product of very high quality, the company reports. The plant, with a capacity of several thousand tons, is of the most modern design and in charge of men who have spent a lifetime in the manufacture of silicate.

The P. W. Drackett & Sons Co., Cincinnati, Ohio, has been appointed sole distributor, and is quoting prices for contracts and shipments about Jan. 1. The company reports considerable preliminary interest by the trade, indicating that the increasing demand for silicate makes a new producer welcome.

## The Oil Market

Current Spot Quotations of Oils, Tallow, Greases, Page 1273; Naval Stores, Page 1274

### VEGETABLE OIL MARKET SLUGGISH

**Consumers Buying only for Immediate Requirements, in Order to Keep Down Inventories—Some Speculation Evident In Cottonseed Oil—China Wood Oil and Ceylon Coconut Oil Weaker**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

	Advanced	Declined
Cottonseed, $\frac{1}{2}$ c lb.	Turpentine, 1c gal.	
China Wood, $\frac{1}{2}$ c lb.	Coconut, Ceylon, $\frac{1}{4}$ c lb. Rosins, 20c bbl.	

Trend of the Market	Last			
	Today	Week	Month	Year
Cod Oil, N. F.	\$ .42	\$ .42	\$ .42	\$ .80
Degras, American, bbls.	.03½	.03½	.03½	.06
Lard, No. 1	.67	.67	.67	1.10
Menhaden, crd.* bbls.	.33	.33	.33	.40
Neatsfoot, 20 deg. ct., gal.	1.25	1.25	1.00	1.65
Red Oil, distilled	.07½	.07½	.07½	.09½
Stearic Acid, T. P.	.10½	.10½	.11½	.19
Cocnut, Ceylon, Dom., bbls.	.09	.09½	.09½	.14
Cottonseed, crude, tanks.	.07	.06½	.07	.06
Linseed Carlots, bbls.	.67	.67	.65	.79
Olive, denatured	1.15	1.15	1.10	2.85
Peanut, refined	.11	.11	.11	.14½
Soya Bean, bbls.	.09	.09	.08½	.10½
Average	0.387	0.387	0.365	0.644

The oil trade has failed to come out of the slump of the past few weeks. Some interest was shown over the week end in cottonseed oil but otherwise there have been no indications of recovery of demand. Consumers are holding off ostensibly with the idea of keeping inventories down and such interest as has been noted in the market has been confined almost exclusively to the speculative element. Basic conditions are not in any sense bad. Foreign exchange rates are moving up gradually. The ultimate consumers are buying with a greater degree of freedom. The provisions of the Emergency Tariff have been extended until the final passage of the permanent bill. The employment situation throughout the country is improving. Money rates are going down. Every indication points to a revival of regular business in a very short time, yet buyers of oils refuse to come into the market for more than their immediate requirements which are negligible compared with ordinary routine demand. Export interest in naval stores is noted but otherwise foreign buyers continue to hold off.

Prices in vegetable oils are virtually unchanged from their former soft position. Cottonseed oil has been advanced on professional buying. China wood oil is lower for import and the spot market has weakened correspondingly. Ceylon coconut oil has weakened further. Linseed oil is very sluggish with foreign oil figuring to a great extent in the market here and encouraging buyers to hold off in the hope of weakening the position of crushers.

Animal oils remain virtually unchanged on a very light demand. Buyers are showing no interest in futures but are apparently looking for lower prices before coming in for large requirements.

Fish oils are not appreciably changed. Reports from Newfoundland state that shipments of common cod oil

have been quite heavy recently. Menhaden oil continues very sluggish and soft.

Naval stores have been in fair demand from South America and Japan. Last week a sharp cut was made in rosin prices but over the week end some of the loss was recovered. Turpentine is slightly higher but lacks real firmness at the new level.

### Vegetable Oils

**Linseed Oil**—Crushers admit that they are doing little business but feel that a reduction in their quoted price of 67c per gallon basis carlots would not improve the situation from their point of view. Imported oil continues an important factor in the spot market and is making itself felt throughout the country. Importers are quoting slightly higher 60c@60½c per pound for shipment duty paid and some holders are asking as high as 62c for spot imported oil. The appearance of some of the larger domestic crushers on the import lists for quantities of oil during recent weeks quite clearly indicates their attitude in the matter, especially since they have had great difficulty in disposing of their cargo. London oil is quoted at 29s per quintal. Antwerp prices are 150 francs per 100 kilos.

Flaxseed prices in Duluth advanced sharply late in the week and quotations over the week end were \$1.92 for Dec. and \$1.89 for May following heavy late buying by crushers. Buenos Aires quotes \$1.47 and Winnipeg, \$1.69 for Dec. and \$1.77½ for May.

**Castor Oil**—No change with crushers apparently the lowest at 11½c for No. 1 in barrels.

**China Wood Oil**—Prices for import have dropped to 11½c@11¾c per pound for shipment from the Orient during the next three months. The spot market has followed and offers were heard over the week end at 14c@14½c per pound on the spot in barrels. Interest has been very spotty in wood oil although fair quantities have been moving.

**Coconut Oil**—Prices continue soft and lower figures are named on Ceylon oil on spot. Barrels are quoted at 9c@9½c per pound and tanks at 8½c. Cochin prices are holding at 10c for barrels. Manila oil on the Coast in sellers' tanks is easy at 7¾c@8c per pound.

**Corn Oil**—The lack of interest in corn oil has prevented any movement in prices. The basis is held at 7¾c@8c per pound in tanks f. o. b. works. Spot barrels are quoted at 9c@9½c per pound without demand. Refined spot oil is offered at 10½c@10½c per pound.

**Cottonseed Oil**—Speculative interest has advanced cottonseed oil. Crude oil in buyers' tanks f. o. b. mills is quoted at 7c@7½c per pound according to location. Prime summer yellow on the Exchange has been correspondingly advanced by speculative buying to 8½c@9¾c per pound according to delivery. Actual consumer buying has been almost entirely lacking from the market.

**Olive Oil**—Denatured olive is unchanged at \$1.15 @\$1.20 per gallon on the spot. Foots are unchanged at recent levels. Spot prime green foots are quoted at 8½c@8¾c per pound with shipment at 8c@8½c per pound.

**Palm Oil**—No interest is being shown and prices are unchanged.

**Peanut Oil**—Prices are steady on a basis of 8c@8½c per pound in buyers' tanks f. o. b. mills south. Refined oil in barrels on the spot is held at 11c@11½c per pound.

**Perilla Oil**—Prices quoted c. i. f. New York are 9½c per pound for shipment. Spot oil in barrels is quoted at 10½c@11c per pound.

**Rapeseed Oil**—Refined rapeseed oil in barrels is quoted at 82c@84c per gallon according to the seller and quantity. Blown oil is held at 95c@\$1.00 per gallon in barrels.

**Soya Bean Oil**—The situation on the Coast is little improved if at all. Prices are quoted unchanged at 7½c per pound in sellers' tanks on the Coast. Spot barrels are held at 9c@9½c per pound and edible at 10½c@10¾c per pound without buying interest.

#### Fish Oils

**Cod Oil**—Reports from Newfoundland state that shipments during the past few weeks to American ports have been especially heavy. However, the market here has been able to absorb arrivals readily and barrel prices have remained at 42c@44c per gallon according to quantity.

#### Naval Stores

**Rosin**—The net changes in rosins during the week has been a decline. All grades are lower. The range is from \$5.30 for B to \$7.40 for WW.

**Turpentine**—Prices are quoted slightly higher on the spot following an advance in the primary market. Spot spirits quoted at 81c per gallon. Savannah prices are firmer at 73¾c per gallon. London quotes 69s 9d per quintal in a fairly firm market.

#### COPRA EXPORTS OF THE PHILIPPINES

Exports of coconut oil from the Philippines during eight months of 1921 show a downward trend from the level of last year. In 1920 the total coconut oil exports amounted to \$15,621,609 and this year the total is only \$8,675,885. Later indications, however, are that the oil business is picking up, although the demand which has been noted of late is from countries other than the United States, which is the most stable market for Philippine oil.

Copra exports, on the other hand, have been unusually active in the last eight months. The 1920 record was only 348,689 kilos, valued at \$59,822; this year the exports totalled 63,050,151 kilos, valued at \$5,817,590. The larger portion of this trade during the first half of the current year was with Holland, but in July and August the United States was the biggest customer, taking more than 7,000,000 kilos as against Holland's 1,600,000 kilos. The following table shows the copra trade by leading countries:

	1921	
	Kilos	Pesos
United States .....	189,796	60,550
Holland .....	.....	.....
Germany .....	.....	.....
France .....	.....	.....
United Kingdom .....	.....	.....

	1920	
	Kilos	Pesos
United States .....	19,881,848	3,166,393
Holland .....	17,976,575	3,782,955
Germany .....	12,358,982	2,267,672
France .....	5,532,957	1,061,124
United Kingdom .....	4,114,552	753,812

Exports of rosin during October amounted to 90,380 barrels, valued at \$449,578; exports of turpentine 742,438 gallons, valued at \$527,344. England, Germany and Canada took the largest shipments.

#### OIL PRICES IN AMSTERDAM

(*Special Correspondence to DRUG & CHEMICAL MARKETS*)

Amsterdam, Holland, Dec. 3—Prices for several products, such as linseed oil, coconut oil, palm kernel oil and peanut oil, have become normal again, and interest in these products is slowly increasing. If trade were not as uncertain, the demand would very soon surpass the offerings. Notwithstanding the ruinous *valuta* (exchange values) Germany remains buyer for several of these products, but it is only natural that under these circumstances only the cheaper products find a market, and oleo stock and premier jus are let alone. The following are the actual quotations:

**Extra oleo**—Small quantities have been sold at from fl. 82 to fl. 85 spot.

**Premier jus**—La Plata is not offered, nevertheless prices have decreased to fl. 70 for extra and fl. 68 for second quaiity. Spot is scarce and for extra fl. 75 must be paid.

**Oleo Stearine**—American is paid fl. 60.

**Linseed oil**—The fluctuations in prices have not been very important of late, though rather large quantities have been sold, especially to North America. Linseed has been firm of late and large quantities have been sold, as the demand for linseed cakes increased considerably in consequence of the cold weather. The fear for an early winter was the cause of a general demand for earlier delivery of the linseed oil that had been sold for December delivery, for inland use as well as for export. Consequently the stock of linseed oil is entirely exhausted at present.

Linseed cakes have advanced in consequence of the increased demand, and consequently the market for Dutch coconut cakes has increased.

#### NEW DENATURED ALCOHOL FORMULAS

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., Dec. 14.—David H. Blair, commissioner of Internal Revenue, has issued Formula No. 43 regarding denatured alcohol, as follows: "The following formula, to be known as specially denatured alcohol Formula No. 43, is hereby authorized for use in the manufacture of emulsions which contain no alcohol in the finished products: To every 100 gallons of pure ethyl alcohol add 30 lbs. methyl salicylate, U.S.P."

Commissioner Blair is also sending a notice to collectors regarding Formula No. 44, as follows:

"The following formula, to be known as specially denatured alcohol Formula No. 44, is hereby authorized for use in spirit varnishes, varnish removers, and in similar preparations: To every 100 gallons of pure ethyl alcohol add 10 gallons of normal butyl alcohol.

"The normal butyl alcohol must comply with the following specifications: Color—colorless; Acidity—to be less than 0.03 per cent determined as acetic acid; Dryness—One volume to mix, without clouding with 19 volumes of pure coal tar benzine; Specific gravity—to be 0.810 to 0.815 at 20° C."

The United States Turpentine & Rosin Co., Mobile, Ala., has preliminary plans under way for a new plant at Crichton, Ala. The new works will be equipped with machinery for the manufacture of rosin and turpentine. The machinery installation will include distilling apparatus, retorts, crushing and compounding equipment. The company operates with a capital of \$1,250,000. Frank W. Boynton is president.

The Yamashita Kaisha has installed a direct steamship line between Portland, Ore., and the Orient, and the first vessel is bringing 200 tons of linseed oil for the Portland Linseed Oil Works.

## The Crude Drug Market

Current Spot Quotations of Crude Drugs, Pages 1275-1276

### INACTIVITY IN BOTANICAL DRUGS

**Few Price Revisions—Demand Dull, With Confidential Shading Indicated—High Replacement Costs Fail To Strengthen Spot Values—Rhubarb About Depleted Here—Ergot and Lycopodium Weaker.**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

##### Advanced

Aniseed, Span., 1/2 lb.	Nutmegs, E.I., 75s. 1c lb.
Ginger, Cochin, 1/2 lb.	Poppy Seed, Dutch, 3/4c lb.
Musk Root, Nominal	Peppers, Red, Bombay, 1c lb.

Wormseed, Levant, 10c lb.

##### Declined

Blueflag Root, 1c lb.	Lycopodium, 20c lb.
Ergot, Span., 2c lb.	Prickly Ash Bk., 1c lb.
Ginger, Afr., 1/2 lb.	Saffron, Amer., 5c lb.
Leeches, 50c hundred	Turpentine, Artif., 1c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Las. Year
Aconite Root, U.S.P.	\$.22	\$.22	\$.22	\$.45
Buchu Leaves, Short	1.20	1.20	1.25	2.75
Cantharides, Russian	2.50	2.50	2.25	2.75
Coccus Indicus	.06 1/2	.06 1/2	.07	.22
Ergot, Spanish	1.07	1.07	1.15	1.75
Insect Powder, pure	.36	.36	.36	.58
Ipecac, Cartagena, powd.	1.60	1.60	1.65	3.00
Nux Vomica	.10	.10	.10	.13
Opium, gun	5.50	5.50	5.50	7.50
Rhubarb Root, H. D.	.45	.45	.35	.60
Tragacanth, No. 1, ribbon	2.90	2.90	3.00	4.25
Wild Cherry Bk. thin nat.	.09	.09	.09	.10
<b>Average</b>	<b>1.38</b>	<b>1.38</b>	<b>1.37</b>	<b>2.00</b>

Lack of demand and general softness continued to characterize the spot crude drug market during the week. Developments have been few and far between. Price shading in competition as a means of keeping stocks moving, was reported, it being indicated that a number of dealers here would gladly meet and beat any spot competitor's figures for some of the weaker items in order not to carry stocks over the first of the year. Botanicals are in a slump and weaker than they were a fortnight ago, but products which are in short supply on spot stand out strongly by contrast with the group as a whole. Replacement costs for a number of items are above spot values, but this appears to play little part in the determination of prices here. Potential strength appears to carry little weight in the current spot market.

Revisions have been unusually few as far as open prices are concerned, not all cuts coming to light. New lots of lycopodium have further depressed the spot price. In one quarter a cheaper lot of American saffron is reported. Cheaper lots of leeches are available. Ergot has weakened further with demand very light. Blueflag root is slightly lower. Reduced demand for African ginger has eased the price. Cochin ginger, however, is extremely scarce and higher. Spanish aniseed seed has been advanced again. Dutch poppy seed is higher here. A new lot of Levant wormseed is offered at a slight advance. Stocks of musk root have been cleaned out on spot. Curacao aloes reported firmer.

#### Crude Drugs

**Agar Agar**—Very firm at the recent advance to 70c a pound for a good No. 1 spot. No. 2 is at 60c@66c, and No. 3 45c@50c.

**Balm Gilead Buds**—Quiet and in small demand at 60c @ 65c a pound without change.

**Cantharides**—Both Russian and Chinese in limited supply on spot. Firmly held at 90c@95c a pound for both Chinese, and \$1.05@\$1.10 for powder. Russian at \$2.50@\$2.60 respectively.

**Ergot**—Weaker on the spot and in London, according to Tuesday's cable. Demand is very limited, consumers evidently not feeling certain that supplies will not come out of Spain as they did a year or so ago, when shipments exceeded the reported crop by some hundred or so per cent. On spot \$1.05@\$1.10 a pound in bags is reported, with the likelihood of a lower figure on a big lot firm.

**Leeches**—A new lot of spot leeches offered here at \$8.00 a hundred. Slightly easier.

**Lycopodium**—New imports available at a reduced figure, \$1.40@\$1.50 a pound now being quoted for spot goods with demand confined to very small proportions.

**Nux Vomica**—Buttons held on spot at 10c a pound, with 15c still quoted for U. S. P. powder in barrels.

**Turpentine**—Artificial quoted slightly cheaper here at 9c a pound. True Venice at 60c unchanged.

#### Barks

**Casca Sagrada**—Demand for the bark at this time is merely routine. The Coast names 7c@8c a pound f. o. b. for shipment. On spot, 11c a pound for 1921 peel ranging up to 14c for a good three year old material is quoted.

**Cotton Root**—Continues weak and in little or no demand at 14c a pound for spot goods.

**Elm**—Steady, but quiet. Selected bundles on spot at 32c@33c a pound unchanged as to seller and quality. Grinding bark at 14c, ground and powdered at 16c.

**Prickly Ash**—Cheaper lots offered on spot are 15c@16c a pound. Demand very light at this time.

**Wahoo**—Bark of root in limited supply on spot, but demand is very light just now. Holds unchanged at 60c a pound.

#### Beans

**Vanilla beans** show no alteration from the firmness noted for some time back. Long Mexicans at \$6.00 @ \$7.00 a pound; cuts at \$4.50@\$5.00; Bourbon, \$2.50; Tahitis, \$1.85 @ \$2.00; South American, \$4.00 @ \$4.50. Angostura tonkas unchanged and steady at \$1.25.

#### Berries

**Cubebs** at 90c a pound for ordinary, \$1.00 for XX unchanged. Fish berries quiet at 6 1/2c spot. Junipers steady at 4c in bags.

#### Flowers

**Calendula**—Imported petals quiet and easy here at 50c a pound.

**Chamomile**—Hungarian in steady routine demand at 21c a pound inside for cases. Romans off the spot market.

**Insect**—Pure powder is held at 36c a pound in barrels with demand quiet.

**Saffron**—In one quarter, the holder demands \$15.00 a pound for one pound cans of Spanish saffron. Another dealer still names \$14.50. Very little to be had on spot. A figure of \$1.20 is heard for American saffron,

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slightly easier, from one source, while another dealer here adheres to \$1.35 a pound.

**Leaves and Herbs**

**Buchu**—The market here is quiet. Demand is light, and supplies are small. The result is an inactive situation. Prices show no change, \$1.20 a pound being quoted for spot bales, short green, and \$1.25 up for less.

**Senna**—Plentiful offers of T. V. senna for shipment from Tuticorin. Prices here steady. Jobbing at 14c, grinding 6c up, pods 7½c, powdered 8c@10c a pound.

**Roots**

**Blueflag**—Shading has brought out slightly lower figures in competition at 30c a pound spot.

**Dandelion**—Reports indicate a slightly firmer position here, although demand is still more negative than positive. Spot goods quoted without change at 8½c@9c for imported.

**Ipecac**—Firmer on reduction of spot supplies, and higher ideas for shipment. Still held at \$1.35 a pound for whole Cartagena, however, and \$1.60@\$1.65 for powdered.

**Musk**—Genuine musk root is cleaned out here, the market closing nominal at \$1.50.

**Rhubarb**—Whole common round is close to depletion on the spot. A few odd cases are held very firmly. Nominal at 45c, but it is doubtful if they can be bought for this now. Powdered is held at 50c a pound unchanged for barrels.

**Seeds and Spices**

**Anise**—Spanish is again higher here at 15c@15½c a pound. Star firm at 15c.

**Poppy**—Dutch again higher here on reduced supply. Held at 9c@10c a pound and firm.

**Worm**—A new lot of Levant wormseed is available at a higher price on spot, \$1.40 a pound now being named.

**Ginger**—Jamaica very firm and unchanged. Cochin nearly cleaned out. A few odd lots of lemon and ABC held higher at 13c a pound inside on spot. African slightly easier at 8½c@9c.

**POINTS ON DRYING CRUDE DRUGS**

Success in drying crude vegetable drugs for the market depends chiefly upon the careful control of temperature and the flow of air, says the United States Department of Agriculture in a new Farmers' Bulletin, No. 1231, entitled "Drying Crude Drugs." The object of drying is to remove sufficient moisture from the product to insure good keeping qualities. Crude drugs can be dried either in the air or by the means of artificial heat. Burdock roots are split and dried in the sun, while certain aromatic drugs, such as sage, peppermint, and wormwood, are perhaps better if dried in the shade without artificial heat. Belladonna, dandelion roots, and green leaf drugs, are among those which are dried with artificial heat.

Drying in the air varies from merely laying the materials out in the sun to shade-drying under elaborate dry-house conditions. The bulletin gives data on the amount of heat and air circulation necessary for various vegetable roots and herbs, description of two forms of artificial driers for large and small operations, hints on dry house management, and the care of crude drugs. The bulletin may be had free on application to the department.

Germany's October imports exceeded the exports by 4,200,000,000 marks.

**WORK OF THE BUREAU OF CHEMISTRY**

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., Dec. 14.—C. L. Alsberg, chief of the Bureau of Chemistry, has sent his annual report to the Secretary of Agriculture, reviewing the work of the chemists of the department under the Food and Drugs Act. Dr. Alsberg says in part:

"Work has been done on the improvement of methods of cleaning crude drugs by washing, flotation, sifting, blowing, scraping, and other means based on differences of density, size, shape, or consistency.

"Among the materials for which analytical methods have been developed by the drug division may be mentioned Peru balsam, aromatic spirits of ammonia, spirits of nitrous ether, santonine, paregoric, papain, pepsin, antipyrine, acetylsalicylic acid, phenacetin, salol, pyramidon, theobromine, hexamethylenetetramine, monobromated camphor, and guaiacol. This division has also done much work upon essential oils, such as chenopodium, sassafras, wild mustard, anise, fennel, clove, and pimento oils.

"It cooperates in the revision of the United States Pharmacopoeia and assists the Post Office Department in closing the mails to persons or firms doing a fraudulent business in the sale of medicines and related products, and of therapeutic and similar treatments sent by mail, thus reaching many frauds which can not be touched by the food and drugs act.

"Before 1918 the oil, fat, and wax laboratory conducted investigations upon the improvement of the methods used by oil analysts upon the composition of oils, fats, and waxes, and upon technological problems important to the oil and fat producing industry.

"The object of its naval stores (turpentine and rosin) studies is to improve methods of production, eliminate wastes, develop better methods of handling, storing, shipping, and testing, including accurate grading and weighing, to prepare specifications, to discover new uses or improve the adaptation of these materials to regular uses, and to furnish information on annual production and stocks in the hands of producers, dealers, and consumers.

"The Bureau of Standards began some time ago the testing of papers, with the result that two Government agencies were engaged in the testing of deliveries of paper for the Government departments. The Bureau of Chemistry in July, 1914, brought about the transfer of this and certain other testing of deliveries for the Government departments, together with the appropriate funds, to the Bureau of Standards. Since that time, so far as possible, this Bureau has devoted its efforts, in cooperation with the Forest Service, to the study of serviceability and durability of paper, paper-making materials, and related matters. Specifications which are the basis for all purchases of paper made by the Federal departments, and which have been followed extensively by other large users of paper, have been prepared.

"The work of the insecticide and fungicide laboratory includes the examination of insecticides and fungicides, including disinfectants, for the Insecticide and Fungicide Board; and the examination of insecticides and fungicides for the bureaus of the Department of Agriculture. The laboratory has analyzed since 1913 more than 10,000 official samples of insecticides and fungicides.

The Druachem Club of New York will hold a New Year's Dinner at the clubrooms, 116 Fulton St., on December 28th, at 6:30 P. M. A special entertainment has been arranged by the committee. An unusual feature of the dinner, according to the preliminary announcement, is the fact that there will be no speakers.

## The Essential Oil Market

Current Spot Quotations of Essential Oils and Aromatic Pages 1279-1280

### PRICES STEADY IN FACE OF WEAKNESS

Demand has Dwindled to Small Proportions, but Trade is not Alarmed—Few Price Cuts—Bourbon Geranium Again Higher—Wormseed Up—Cassia Firmer—Sandalwood Scarce—Lemon Continues Weak—Mirbane Easy

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

##### Advanced

Oil Cassia, U.S.P., 5c lb. Oil Lemongrass, 5c lb.  
Oil Geranium, Bourbon, 25c lb. Oil Linaloe, Mex., 15c lb.  
African, 25c lb. Oil Sandalwood, E.I., 25c lb.  
Oil Wormseed, 30c lb. Safrol, 7½c lb.

##### Declined

Eucalyptol, 2c lb. Oil Mirbane, 2c lb.

#### Trend of the Market

	Last	Last	Last	
	Today	Week	Month	Year
Oil Bergamot .....	\$5.00	\$5.00	\$5.25	\$6.50
Oil Citronella, Ceylon .....	.40	.40	.36	.42
Oil Cloves .....	2.40	2.40	2.45	2.00
Oil Lemon .....	.67½	.67½	.70	1.00
Oil Peppermint, Natural .....	1.75	1.75	1.75	5.50
Oil Sandalwood, E. I. ....	7.25	7.00	7.00	10.50
Oil Sassafras, Artif. ....	.51	.51	.53	.70
Benzaldehyde, U.S.P. ....	1.25	1.25	1.25	1.00
Coumarin .....	3.75	3.75	3.75	5.75
Methyl Salicylate .....	.40	.40	.35	.65
Vanillin .....	.60	.60	.50	.80
Average .....	2.17	2.16	2.17	3.68

Prices have not, as a whole, moved down in proportion to the weakening of the essential oil market by the materially reduced demand which has become decidedly more accentuated during the past fortnight. With the removal of the small, but steady, demand which September, October, and to some extent, early November, gradually built up to very fair proportions, a wave of price shading induced by keener competition was not unexpected. Without the support of demand, even of the routine calibre noted, a reaction from the recently acquired position was more or less looked for. Lessened demand, and a generally weaker market, however, have not caused any widespread breaking down in values. In fact, strong items continue to move up, while the optimistic outlook for next year exercises a steady influence, and prevents the development of any degree of downward pressure on values.

Revisions have not been numerous this week. Higher prices are noted for oil Bourbon geranium as well as African. Linaloe is higher in some quarters. Cassia maintains its position well, with firmer tendency reported. The scarcity of sandalwood on spot has stiffened prices in the face of lots close by to arrive. Holders of wormseed have advanced prices again. Lemon continues weak and under pressure. Oil mirbane is cheaper. Slightly easier prices are noted for eucalyptol. Supplies of safrol are very scarce on spot. Eucalyptus, U.S.P. is again weaker on lack of demand. Peppermint continues soft both on spot and in the country, but prices here are unchanged.

#### Essential Oils

**Oil Anise**—Still well held at 57½c a pound although demand has fallen off considerably. Rumors of shading to 55c were not confirmed. U.S.P. is steady at 65c@70c a pound.

**Oil Bergamot**—Demand is at a standstill and the spot position of the oil reflects this condition. Weakly held

at \$5.00 a pound for coppers, standard brands. The position in Sicily indicated as softer. The smallness of spot demand offset any bullish effect of the recent rise in lire, as far as the situation in this market is concerned.

**Oil Birch Tar**—Offered from imported at \$2.75 a pound for rectified oil, and \$1.85 for crude.

**Oil Camphor**—Larger offers of white camphor oil, Japanese or Chinese, on the spot hold the position easier. Holders are openly quoting 21c a pound for drums and cases as to quantity, and a big order might bring out a slightly lower figure. By-product oil at 9c.

**Oil Cassia**—The position is firm, in fact, a generally firmer tone is noted for all grades. U.S.P. oil is not apparently inside on the spot at \$1.65 a pound, formerly noted sellers at \$1.60 moving up. For technical \$1.25 is best, the position being very strong at this figure. Lead free at \$1.40@\$1.50.

**Oil Citronella**—Supplies here are reduced and in spite of a lessened demand from consumers, the position of citronella appears tighter on spot. Drums are still held at 40c a pound for Ceylon oil which figure is now being named between dealers. Cans at 42c. Java oil still named at 75c spot, 60c c.i.f. for shipment.

**Oil Cloves**—Demand is smaller and the strong position of the oil has not been so well maintained by sellers. Distillers report \$2.40 a pound for cans, while outside lots are available at \$2.35. The softer tendency in clove oil is due merely to the easier spice situation, but is basically firm on the strength of the short Zanzibar clove crop. The spice holds on spot at 35c in bales.

**Oil Coriander**—Easy and in small demand only at \$9.00@\$9.50 a pound.

**Oil Eucalyptus**—Lack of demand and competition induced by large spot holdings have further softened the spot position. While a few weeks ago, sellers were quoting 45c only for drums and inside for cases to dealers, this figure is to-day the open market level for spot cases. Demand is quiet with the range for U.S.P. Australian oil at 45c@48c a pound.

**Oil Geranium**—Another advance in the price of Bourbon geranium has been made by spot holders owing to the smallness of supplies here. The demand is not large, but replacement costs are up, and sellers are evidently not anxious to dispose of goods at current levels. Spot at \$4.50@\$5.00 a pound. Algerian higher as to quality at \$5.00@\$6.50.

**Oil Lavender**—Still weak and in small request. Oil of flowers, U.S.P., shows no change at \$3.25@\$3.75 a pound as to ester content and quality. Spike continues soft, in small demand, at \$1.00 spot.

**Oil Lemon**—Weakness on the spot has been further accentuated by cables of a softening in the shipment position in Sicilian markets. Demand here is at a standstill, and spot holdings heavy. Competition is keen, and some holders of outside, unbranded lots are reported cutting below openly named levels. For standard goods, 67½c a pound is inside, but from weak holders, 65c can very likely be done at this time. For some brands in coppers up to 80c is named.

**Oil Lemongrass**—Nothing now available under \$1.20 a pound spot.

**Oil Linaloe**—Firmer here with supplies of good grade

Mexican wood oil small. Now quoted at \$2.60 a pound.

**Oil Orange**—Quiet, tending to soften, in small demand, but with prices unchanged. Sicilian at \$3.00@\$3.25 a pound as to seller and quantity. West Indian at \$2.00@\$2.10.

**Oil Peppermint**—Lack of demand, pressure on country sellers, especially the smaller holders, have forced out goods under the market in some instances. Primary markets stocks still large, and stagnant. On spot, demand is very quiet at \$1.75 for natural, and \$2.00 for U.S.P.

**Oil Sandalwood**—A lot offered at \$7.00 last week, has been cleaned out and \$7.25 is now best on spot. Spot goods are scarce, but shipment material near-by afloat is offered at \$7.15 to arrive.

**Oil Wormseed**—Conflicting reports quote from \$3.50 a pound up to \$4.75 for spot. Whether the market has broken, or whether the price is sharply higher, depends altogether on the source of information. One dealer here who has just returned from Baltimore, indicates a break in the market, and lower prices to come, quoting \$3.50 spot. Looks like an attempt to cover for a rise. Another factor names an advance from \$3.75 to \$4.75 at one jump. A leading broker's attempts to buy at \$3.50 from the supposed-seller, were of no avail, \$4.00 being demanded. The market might be said to stand at \$4.00@\$4.50 with a tendency to make the latter figure inside as the week goes on.

#### Aromatic Chemicals

**Citral**—Firmer in one quarter at \$4.00 a pound. Others indicate \$3.75 can still be done.

**Eucalyptol**—Some sellers are doing 88c, as compared with the recent advance to 90c a pound.

**Mirbane**—Easier here and in small demand. In large quantities at 11c, less than a drum at 12c@13c.

**Safrol**—Very scarce and higher on spot at 72½c@75c a pound.

**Vanillin**—Moving well at 60c an ounce from makers, and 58c for some resale goods on spot.

#### WILL INVESTIGATE NATURAL RESOURCES

W. DuB. Brookings, head of the Natural Resources Production Department of the Chamber of Commerce of the United States, is preparing a very active program in an effort to render constructive service to the raw material industries. It is the plan of this nationwide organization of business men to render assistance to the industries and to the public by conducting a campaign of education intended to enlighten the public on the vital problems of natural resource activities.

The organization of the natural resources department is just being perfected. An advisory committee has been named of which C. S. Keith, the president of the Central Coal and Coke Co. of Kansas City, is chairman. The other members of the advisory committee are: J. H. Ross, of Winter Haven, Fla.; J. E. Spurr, New York; Christy Payne, New York; E. T. Meredith, Des Moines, Iowa; Sidney J. Jennings, Boston, Mass.; R. V. Norris, Wilkes-Barre, Pa.; Van H. Manning, New York, and William H. Davis, Bartlesville, Okla.

#### NEW YORK PERFUMERS TO DINE

The Perfumery, Soap & Allied Industries of New York, formerly known as the Aroma Club, are to have dinner at the Hotel Vanderbilt, New York, on Friday, Dec. 16, at 7:30 p. m. The Aroma Club has been reorganized and the dinner will be the first function of the new association. Arrangements are in charge of the club entertainment committee, of which William H. Green, 469 Fifth av., is chairman.

#### The Editor's Correspondence

##### Demand for Vanilla Beans

Editor, DRUG & CHEMICAL MARKETS:

Why is it that vanillin is not more used to replace the vanilla bean? Ever since the discovery of synthetic vanillin we have all been told by the "experts" that it would give identically the same flavor, beside being cheaper and easier to handle. Is it because of the fact that for flavoring, different kinds of vanilla beans find different uses? We all know that the Bourbons give a harsh, rank flavor, the Guadeloupe a sickly-sweet, the Tahitis a strong heliotrope flavor, and the Mexicans a full, round, rich one. A survey of the market will show us that the use of vanilla beans is constantly increasing. Is it because of the fact that the flavors of the various types of bean can be, and are, contrary to the claims of some of the "experts," told apart when used to flavor food? Why is it that the consumer prefers goods flavored with vanilla beans to those flavored with vanillin?

Vanilla is a fruit. And there has never yet been found any successful substitute for the true fruit for flavoring purposes. Vanillin should not be condemned, however, as an imitation, for vanillin made from cloves or coal-tar is no more an imitation of vanilla beans than synthetic oil of orange is an imitation of a ripe, golden Sunkist. Orangeade made from even true oil of orange, is but a poor substitute for that made from the real fruit, and vanillin is but the synthetic reproduction of a single flavoring component of the true vanilla bean.

As to cost, it may be said that, just as with cigars, a "two-fer" in the flavoring business is always a "two-fer," and although a pound of vanillin will undoubtedly flavor more goods than a pound of vanilla beans, so will a Pittsburgh stogie perfume a larger area than a Romeo y Julieta.

Gomez & Sloan,  
Harold Olcott,  
Vice-Pres. & Treas.

#### AROMA CLUB CHANGES NAME

The Aroma Club has been reorganized under the name of The Perfumery, Soap and Allied Industries of New York. Its purposes are to permit those interested in these industries to meet at stated intervals for the discussion of questions affecting their interests and those of the industry in general. These meetings are intended to assist the interchange of ideas on new methods and devices, to encourage a healthy, frank competition and more cordial relations between man and man in the trade and to promote cooperation between the members in such vital matters as credits, trade ethics and trademarks. It is believed that a strong organization can be effective in opposing unjust legislation.

The new Executive Board, appointed by President Edwin Sefton, is composed of Victor Vivaudou, chairman, of V. Vivaudou, Inc.; Northam Warren, Northam Warren Corp.; Joseph Byrne, "Perfumers' Journal"; George S. Merrell, Tokalon, Inc.; F. J. M. Miles, Cheryamy, Inc.; Wm. G. Ungerer, Ungerer & Co.; Burton T. Bush, Antoine Chiris Co.; W. E. Swindell, Swindell Bros.; Chas. A. Boscowitz, F. N. Burt Co.; I. S. Zeluff, Parfumerie Rigaud; Louis S. Levy, "American Perfumer."

The Essential Oil Specialties Co., of Philadelphia, has changed its name to the Essential Oil Co., and will operate from offices in Trenton, N. J.

## The Consuming Industries

### SELLERS' LIABILITY FOR SHIPMENT OVERSEAS FIXED BY SUPREME COURT

**Standard Aniline Products, Inc., Upheld by Justice Cohalan in Accepting Bills of Lading Limiting Liability to \$100 Per Barrel on Shipment Valued at \$4,000—Trade Terms and Customs Involved**

Standard Aniline Products, Inc., New York, made a contract in New York, to ship certain chemicals to Charles Page, London, f.o.b. New York, and received bills of lading from the steamship company which limited the liability of the carrier to \$100 per barrel. The shipment was valued at \$4,000, and the London firm took out insurance, notifying the New York house that they had done so. The goods were damaged by water in transit, being carried "on deck." The insurance company refused to pay under the policy which called for shipment "under deck."

Page sued the Standard company, contending that the defendant by accepting the bills of lading with a limited liability, which was much less than the full value of the goods, did not make a valid delivery as required by subdivision 2, section 127 of the Personal Property Law, which requires that the seller must make such a contract with the carrier on behalf of the buyer as may be reasonable.

Justice Cohalan, of the Supreme Court, New York County, decided in favor of the defendant, saying in part: "After full consideration of the question involved, I believe the defendants were authorized to ship the goods in the manner customarily adopted when goods of this character are covered by insurance. I can see no reason why the defendants should have taken out ad valorem bill of lading knowing the shipment was to be fully insured by the plaintiffs, unless such a reason is to be found in the custom of the trade in this port. On this point four witnesses put on by the defendant testified that there was a general, continuous, well established, well known and uniform custom of the trade to insure marine shipments and to take out limited bills of lading. When usage of the trade is shown to be within the knowledge of the parties the contract is supposed to be made with reference to it (*Robertson v. Nat. SS. Co., Lim.*, 139 N. Y., 416; *Smith Co. v. Moschalades*, 193 A. D., 126). There was no testimony that the plaintiffs were ignorant of the custom. On the contrary it appears that similar shipments with similar liability bills of lading passed between the parties in their shipments prior to the one in question. I believe defendant, the seller, fulfilled all its obligations and made a reasonable contract with the carrier under the circumstances.

The plan for the reorganization of the National Leather Company, calling for a reduction in capitalization from \$30,000,000 to \$7,500,000 through the cancellation of common stock, has been approved by stockholders. The reorganization plan was resorted to in order to offset an accumulated loss of about \$21,000,000 caused by the deflation in the value of products.

Wool stocks of the world are adequate for present and immediate future needs. The Department of Agriculture estimates in its survey of the international wool situation, published in the current issue of the "Market Reporter," official Government organ.

The Lynn Shoe Manufacturers' Association has refused the request of the Joint Council of Shoe Workers that its accountants audit its books for the purpose of learning the relations of wages to selling prices. While the discussions are going on, shops are quiet, and with a few exceptions are likely to continue so to the end of the year. Some shoemakers who are out of work are anxious for a speedy readjustment of wages. Others insist that if price lists are reduced manufacturers give some guarantee of an increased volume of business. Still others insist that Lynn is only sharing in the dull times of trade, that good times will return, and they are willing to stand pat on the wage question until the new period of prosperity comes.

### New Consuming Companies

George J. Young, Brooklyn, capital \$100,000. Drugs and chemicals. G. J. and R. Young. Attorney, I. Cook, 189 Montague st., Brooklyn.

Van Buren Drug Co., Chicago, capital \$10,000. Lucille York, Guy H. Jacobson, Paul York, Clark H. Nolan, James P. Carey, Jr., 658 Federal Building, Chicago.

Salztarab Drug and Chemical Co., 1707 S. Halstead st., Chicago, capital \$5,000. To manufacture medicines. Margaret K. Wood, Stanley Dergusin, William Pickerman, Representatives, Block, Mulke and Feiganholz, Harris Trust Building, Chicago.

Motor Klean Corp., Manhattan, capital \$100,000. To make oils, greases and chemicals. C. Karel, 647 Third ave., New York.

Emangee Products Corp., Manhattan, capital \$5,000. Drugs, G. W. and G. Miller, F. Glasner. Attorney, H. P. Fricce, 27 Williams st.

Clark Phonograph Record Co., Newark, N. J., capital \$250,000. Wallace M. Rogerson, Chicago; George H. Clark, Newark; Frank Lappen, New York.

Goodyear Tire and Rubber Co., Dover, Del., capital \$100,000. Incorporated by the Corporation Trust Co. of America, Wilmington, Del.

Glo-Rite Co., Camden, N. J., capital \$100,000. To manufacture polishes at 45 Third st., Camden.

Gotham Cosmetics Corp., Manhattan, capital \$10,000. J. J. McCue, W. F. Layng. Attorney, W. M. Cahill, 305 Washington st., Brooklyn.

Greenberg Bottle Co., Newark, N. J., capital \$100,000. Samuel B. Ferster, Wesley B. King, Herman W. Brams, 800 Broad st., Newark.

Plant, Theis & Gould Paper Co., Chicago, capital \$50,000. William M. Plant, Robert S. Theis, George W. Gould, 30 N. La Salle st., Chicago.

Quality Drug Co., Manhattan, capital \$6,000. H. S. and L. Aronsohn, F. Sherman. Attorney, M. N. Krakower, 104 Fifth ave.

Lagler Paper Products Co., Inc., New York, capital \$40,000. D. R. Daly, O. Wuest, H. G. Smith. Attorneys, York & York, 7 Dey st.

Holland Glass Works, Inc., Chicago, capital \$40,000. Frank J. and F. B. Liska, 615 W. Monroe st., Chicago.

Shinnecock Drug and Distributing Co., Riverhead, Suffolk County, N. Y., capital \$40,000. W. H. Donovan, F. D. and J. A. O'Keefe. Attorney, P. L. Housel, Riverhead.

Sy-Po Remedy Corp., Dover, Del., capital \$200,000. Patent medicines. James H. Scott, James F. Hart, J. Carlton Smith, Wilmington, Del. Attorney, Henry B. Isaacs, Wilmington.

United Beverage Co., Dover, Del., capital \$50,000. Maurice Melzel, Adolph Koch, Frank P. Hood, Philadelphia. Incorporated by U. S. Corporation Co.

Albert's Lenox Ave. Drug Store, Bronx, N. Y., capital \$90,000. S. Albert, A. Josephie. Attorney, S. Goodelman, 63 Park Row, New York.

M. Goldwater, Brooklyn, capital \$5,000. Drugs. H. and M. Goldwater, S. Leiman. Attorney, J. Burnstone, 132 Nassau st., New York.

Abadol Co., Bronx, N. Y., capital \$10,000. Medicines. R. Zuchowitz, F. I. Driscoll, F. Kay. Attorneys, Deichs & Goldwater, 63 Wall st., New York.

New York and New Jersey Cleaning and Dyeing Co., Asbury Park, N. J., capital \$100,000. Samuel Pear, Maurice Gallus, Emanuel Gallus, Asbury Park.

Albrite Polish Co., Dover, Del., capital \$25,000. John Hiber, Charles S. Porter, Charles L. Seeney, Pittsburgh, Pa. Incorporated by Capital Trust Co.

The American Window Glass Co., Pittsburgh, announced these improvements, at the annual meeting: "At Factory No. 1, Arnold, Pa., we completed the second-story cutting room, and also the new batch storage and mixing plant and the cullet conveyors on No. 2 tank. At Factory No. 2, Jeannette, Pa., we completed the new No. 2 tank and building, with the cullet-conveying and batch charging machinery. At factory No. 3, Hartford City, Ind., we completed the No. 2 tank building, practically a duplicate of the No. 2 tank and building at Factory No. 2. At Factory No. 4, Belle Vernon, Pa., we are replacing the old flattening-house and cutting room connected with the No. 2 tank building with a building of brick and steel construction. When the improvements are completed, the Belle Vernon factory will compare favorably with any of our other factories as a modern, up-to-date window glass plant. At Factory No. 14, Monongahela, Pa., we rebuilt and enlarged the tank, equipping it with regenerators for either natural or producer gas."

Henry F. Lippitt, of Providence, R. I., representing the New England Cotton Manufacturers Association, and Arthur H. Lowe, of Fitchburg, Mass., told the Senate Finance Committee, last week, that they favored protection for the dye industry, but were opposed to the license system. They asked for a 40 per cent tariff duty on the fine, fancy figure-woven goods made in the New England mills.

Lucius A. Littauer, a glove manufacturer of New York, appeared before the Senate finance committee with a plea for a tariff sufficiently high to save the industry from being menaced by German competition. "The chamoisette glove industry has been reduced from an output of 12,000,000 gloves in 1917 to practically nothing this year as the result of German imports," said Mr. Littauer.

For the year ending Nov. 1 the total industrial output in Akron, Ohio, of which approximately 75% is rubber, amounted to \$387,462,000, as compared with \$640,923,232 in 1920, the industrial payroll amounted to \$81,188,990, as compared with \$145,147,970 in 1920 and the number of employees reported number 46,110, as compared with 74,850 reported in 1920.

About \$20,000 worth of stock in the Willamette Valley Flax and Hemp Growers' Association has been subscribed to by farmers near Salem, Ore., according to a report of I. J. Hayford, chairman of the Flax Growers' Association. The proposed flax plant will cost \$100,000.

The Nyanza Mills Co. has notified the Massachusetts Commissioner of Corporations of its intention to increase the capital stock of the mills from \$1,500,000 to \$2,100,000, making 21,000 shares, the extra shares authorized at par, \$100, with preference to stockholders.

Frederick R. Tattersall, of Manchester, England, says that 23 mills out of 230 spinning mills in England passed their dividends in 1921. Dividends paid were from 2½ to 50 per cent. He says that 147 mills paid less than 10 per cent. Only one mill paid 50 per cent.

Harold C. Keith, president of George E. Keith Co., Brockton, Mass., who returned recently from a European business trip, says there is little hope of selling large quantities of high grade shoes in England until exchange rates improve.

The textile manufacturing plants in South Carolina are running on full time. The yarn and gray cloth mills have experienced a little falling off in orders, but the plants will not reduce the number of hours.

### Trade Tips for Sellers

The Hires-Turner Glass Co., of Philadelphia, has begun operation of its new factory at Albany, N. Y. Various types of glass and glass products will be manufactured.

M. L. Barrett & Co., 233 West Lake St., Chicago, manufacturer of essential oils, will erect a new plant at Cicero, consisting of two one-story buildings, estimated to cost \$100,000, including equipment.

The United Packing & Preserving Co., St. Louis, recently destroyed by fire, will be rebuilt and new machinery will be installed. Lucien A. Paule, Jr., 3316 South Broadway, is secretary and manager.

The Pomona Products Co., Griffin, Ga., will build a plant 400 by 75 feet, wood frame, and metal roof, and install canning machines estimated to cost \$25,000. The plant will have a daily capacity of 75,000 cans of vegetables, principally pimientos.

The Bogalusa Paper Co., of Bogalusa, Louisiana, is to build a large addition to its paper mills. The proposed extension will duplicate, in part, the present mill and is estimated to cost \$100,000, with machinery.

The loss caused by fire in the plant of the Great Eastern Pulp and Paper Co., Madeline River, Province of Quebec, Canada, was \$240,000. The plant was valued at \$400,000, and the company carried \$215,000 insurance.

The Cotton Dyers' Association, of Crefeld, Germany, has raised the price of dyeing raw cotton to 750 per cent, owing to wage advances. The standard of calculation is the price list of Aug. 1, 1920, and until now was 560 per cent.

The Pine Tree Pulp Co. has been organized at Brunswick, Me., by J. H. Machette, Robert K. Eaton and E. W. Wheeler. Mr. Machette was formerly with the Pejepscot Paper Co. A plant is being built at South Gardiner, Me.

Budgell & Harrigan, of Peabody, Mass., manufacturers of leather products, have acquired the plant of the Formal Leather Co., for the production of chrome white leather. The daily output will approximate 200 dozen skins. The company will continue operations at its plant in the Ingraham Building.

Rubber and textile stocks were lower on the Stock Exchange, this week. The largest decline in this class was made by Goodrich. Fisk Tire, Kelly Springfield, Lee, U. S. Rubber, both common and preferred were lower. Declines were also registered by American Woolen, Central Leather, American Cotton Oil, Davison Chemical and Allied Chemical and Dye.

The Republic Photographic Co., of Kansas City, Mo., is about to erect a plant at Ferguson. It will be equipped for the manufacture of sensitized paper specialties. The main building will be 78 by 160 feet, with chemical laboratory, 54 by 250 feet. A complete paper drying department will be installed, and power plant for factory operation. The plant is estimated to cost in excess of \$200,000.

Cotton ginned prior to Dec. 1, as announced by the Census Bureau, amounted to 7,640,870 running bales, including 121,859 round bales, counted as half bales, 22,058 bales of American-Egyptian and 2,915 bales of Sea Island. Ginnings to Dec. 1 last year were 10,141,293 bales including 191,539 round bales, 46,100 bales of American-Egyptian and 965 bales of Sea Island. The Agricultural Department in October estimated a total cotton yield of only 6,537,000 bales, whereas actual ginnings have already exceeded 7,600,000.

## The Foreign Markets

Imports of Drugs, Chemicals, Dyes/stuffs, etc. Page 1282

### ERGOT, JALAP, AND MORPHINE LOWER

**Oil Citronella, Dill Seed, and Menthol Higher—Linseed Oil, Phenacetin, Senega Root, and Turpentine Firmer—Outlook for Business in Drugs and Chemicals Much Brighter**

(Special Cable to DRUG AND CHEMICAL MARKETS)

London, Dec. 14.—The outlook for business in drugs and chemicals is much brighter, this week. Oil citronella, dill seed and menthol are higher.

The market is firmer for linseed oil, phenacetin, senega root, and turpentine.

Easier prices are announced on cubeb, emetine, paraldehyde, and sulfonal.

Ergot, jalap and morphine are lower.

London, Dec. 3, (By Mail)—The chemical and drug markets have been decidedly more interesting of late and the tendency of trade generally is to expand, although the volume of business has been comparatively small. Prices are firmer and there have been fewer fluctuations.

The Safeguarding of Industries Act embracing as it does in its prohibitions an enormous number of fine chemicals and medicinal preparations not made in this country, is causing a good deal of trouble to the trade and each product in dispute has to be submitted to two official chemists and it frequently happens that these adjudicators themselves differ in their awards, confusion and delay being the result. This is the case with santonin which continues to be prohibited although it will probably never be made in this country and is badly wanted.

Many chemicals at present stand at attractively low prices and manufacturers decline to book forward at current rates. Importations and competition from the Continent have fallen off considerably which may be attributed partly to the new act or accounted for by the uncertainty of exchange rates and the fact that many Continental works are now heavily committed.

Camphor—There is at the moment a complete scarcity both of crude and refined. Chinese crude has risen to 3s 8d per lb. on the spot and Japanese refined in 2½ lb. slabs has been sold at 4s 6d per lb.

Cocoa Butter is easier, prime English being now quoted at 1s 9½d per lb. on spot, in 1 ton lots.

Farina is very dull and easier. Japanese No. 1 to arrive is quoted at 26s per cwt. c.i.f. and Dutch on the spot at 26s 6d per cwt.

Formaldehyde is again lower, with but little demand. The quotation for 40 per cent is now between £80 and £82 per ton.

Linseed Oil has been very fluctuating but the latest market price is lower, viz £26 per ton naked, in London.

Mercury has been more asked for, and the leading importers have put up their price to £10 10s being an advance of 10s per bottle. A trifle less is asked in other quarters.

Oil Eucalyptus is firmer, at from 1s 8d to 1s 9d per lb. for 75 per cent to 80 per cent eucalyptol quality.

Phenazone is somewhat firmer this week, nothing being quoted under 8s per lb. on spot.

Santonin is easier, the present price in quantity being about £75 to £76 per kilo.

Senega Root is firmer, and in good demand, at about 4s 2d to 4s 3d per lb. on spot.

	FOREIGN EXCHANGE	Par Current
Great Britain (pound sterling) .....	\$4.866	\$4.210
France (franc) .....	.193	.083
Italy (lira) .....	.193	.047
Germany (mark) per hundred .....	23.80	.60*
Czechoslovakia (crown) per hundred .....	20.30	1.160
Poland (mark) per hundred .....	23.80	.038
Austria (crown) per hundred .....	20.30	.048
Japan (yen) .....	.499	.479
Spain (peseta) .....	.193	.153
Holland (guilder) .....	.402	.364
Belgium (franc) .....	.198	.080
Norway (crown) .....	.268	.150
Switzerland (franc) .....	.193	.195
Sweden (crown) .....	.268	.248
Denmark (crown) .....	.268	.192
Argentina (peso) .....	.424	.328
Brazil (milreis) .....	.279	.133
China (Silver dollars—Hongkong) .....	.789	.551
(Tael—Shanghai, silver) .....	1.082	.75*
(Tael—Peking, silver) .....	1.156	.815
Russia—(100 rubles) .....	51.50	.150

### Foreign Trade Opportunities

The Department of Commerce, Washington, D. C., has received the following inquiries for drugs, chemicals and accessories. Reserved addresses may be obtained from the Bureau and its district and cooperative offices. Request for each opportunity should be on a separate sheet and state opportunity number. The Bureau does not furnish credit ratings or assume responsibility as to the standing of foreign inquirers; the usual precautions should be taken in all cases.

355.—A mercantile firm in Norway desires to secure an agency for the sale of chemicals, paints and colors, and lard. Quotations should be given c.i.f. Norwegian port or f.o.b. New York. Payment to be made through banks in New York and Norway. References.

356.—A firm of commercial agents in Spain desires to secure the representation of firms for the sale of metallurgical products, fertilizers (sulfate of ammonia), or any other merchandise which would find a ready sale in that country. References.

367.—A manufacturers' representative in Germany desires to secure an agency on commission for the sale of rosin. Quotations should be given c.i.f. German port, including 3 per cent commission. Payment to be made against documents on arrival of the rosin. No reference given.

369.—A mercantile firm in Belgium desires to purchase and secure an agency for the sale of all kinds of paints especially paints and colors for house painting. Quotations should be given c.i.f. Antwerp. Correspondence should be in French or Flemish. References.

374.—Caustic soda is wanted by a mercantile firm in Switzerland. Quotations should be given f.o.b. American ports or c.i.f. place of destination. Reference.

### DEMAND FOR CANDLES IN MEXICO

Mexico offers a good market to the exporter of paraffin and stearic acid, used in the manufacture of candles. The stearic acid and paraffin candles are the cheapest kind and are the ones generally used in Mexican households. Even in the homes equipped with electric lights, there is always a supply of candles on hand for emergencies. Some factories make every kind of candle, from the little Christmas candles to the big wax candles used in the churches, some over a foot thick and six feet high, and decorated with religious pictures in gold leaf. It is said that the candles used in the churches of the Republic of Mexico, cost ten thousand pesos a month (\$5,000 U. S. currency).

The Indian Lac Cess Act, 1921, provides that as from January 1, 1922, a Customs duty shall be levied on all lac and refuse lac produced in India and exported to any port beyond the limits of British India or to Aden. The duty, which is leviable until December 3, 1926, is at the rate of 4 annas per maund for lac, and 2 annas per maund in the case of refuse lac.

## Japan Obtains Soda Supply from Africa

**Now Able to Fight Competition of British and American Companies—Deposits at Lake Magadi Available for 99 Years—Successful Commercial Coup by Mr. Kaneko, of Suzuki & Co., of Kobe—Soda Now Imported and Sold at Low Prices to Glass, Paper and Drug Manufacturers of Japan—Failure of Negotiations with American Companies.**

**T**WO hundred miles inland from Mombasa, in the Kilimanjaro region of what was formerly German East Africa, is a great soda lake. Estimates have been made of the number of tons of soda and the number of years it will last at the present rate of the world's soda consumption, but these estimates do not mean much, except that the supply seems inexhaustible. Among the far-reaching changes that have come about as a result of the war has been the exploitation of the soda lake, and its product may make a revolution in Japanese industries.

So far as Japan is concerned, the products of the soda lake are handled by the Taiyo Soda Co., which was organized in October, 1919, and which is destined to play a very important part in the progress of the soda industry in Japan, and to place the users of soda under obligations by supplying the chemical at advantageous rates. The company has been formed under a contract entered into between the Magadi Soda Co., of London and Suzuki & Co., of Kobe, and has undertaken the sole agency for the sale of the natural and refined soda from Lake Magadi. The prime object is to supply soda to the Japanese markets at moderate prices. Independence for the Japanese soda industry and other chemical lines has often been argued by Japanese statesmen and business men. Japan has gained little in the past, however, from endeavors to manufacture instead of import, especially when competing with highly specialized industries. But in this instance Nature put the goods into her hands. Many Ministers of Agriculture and Commerce have given their earnest and anxious attention to a solution of the problem, but none perhaps showed greater earnestness than Mr. Nakashoji, who was Minister of Agriculture and Commerce in the Terauchi Ministry. It is interesting to note that an interview which Mr. Kaneko of Suzuki & Co., had with Mr. Nakashoji, when the latter held the portfolio of Minister of Agriculture and Commerce, in December, 1917, led to the formation of the Taiyo Soda Co.

Mr. Nakashoji pointed out to the Kobe business man the exorbitant prices ruling in soda owing to monopolistic manufacture, and expressed deep concern about the disastrous effect of this high price upon Japanese productive industry. Mr. Kaneko was urged by him to conduct the necessary investigations and to devise plans for placing the soda industry in Japan on a firm basis. Mr. Isobe, who is now managing director of the Taiyo Soda Co. when informed of the views of the Minister of Agriculture and Commerce, lost no time in proceeding to America, where he conducted various negotiations with five big soda manufacturing companies, but unfortunately none of these negotiations were successful. In November 1918 he visited England and inspected the conditions of the soda industry in that country. This inspection convinced him that the high price of coal and the high wages there made it impossible to supply soda at moderate prices. The only alternative was to obtain the natural soda and refine it and import it. By this means only he thought it could be supplied to Japanese manufacturers at low prices.

Lake Magadi is almost equidistant from Japan and

England. This enables the company to bring the product at lower freight and in shorter time than is required in shipping from England. Moreover, refineries are now established on the lake, and railway connections are available. By the lakeside there is a crushing plant and there is a "ship" which gathers up the stuff mechanically in a manner which leaves the cheapest African labor far behind. The natural product is of remarkable purity, but modern chemical industry is far too exacting to be content with any ready-made chemical like this. It cannot do without refining, though the process has been carried so far by Nature that the finished article can be supplied at a price with which no manufacturer can compete. Every facility is now available for shipping the goods.

The soda deposits are estimated at 400,000,000 tons. The new company has been importing large quantities since last April. As the soda is put on the market at exceptionally low prices, it is keenly sought after, and there are at present many firms in the principal Japanese cities which are reaping excellent results by using this soda in the manufacture of glass, paper, and drugs. Caustic soda and soda ash are the two forms in which soda is used in greatest bulk in Japanese manufacture. The caustic soda is used in soap and paper-making in large quantities, and the soda ash for making glass.

Lake Magadi is thirty square miles in area. The Magadi Soda Co., with whom Suzuki & Co., of Kobe, have a long-time contract, has a lease for working the deposits for 99 years.

### WILL FIGHT AMERICAN COMPETITION

(*Special Correspondence to DRUG & CHEMICAL MARKETS*)

Tokyo, Japan, Nov. 12.—Work under the five-year agreement between the Japan Chemical Fertilizer Co. and Brunner, Mond & Co., according to the terms of which the local company will be assisted in obtaining the necessary supply of raw materials for manufacturing caustic soda, has begun, with the use of the Le Blanc process. This involves the treatment of salt with sulfuric acid to yield sodium sulfate and hydrochloric acid. The sodium sulfate or salt cake is then further treated to yield various products, of which the principal one is caustic soda.

The Kanto Oxygen Co.'s agreement with the Samuel company is nearly identical with the contract made by the Chemical Fertilizer Co., and Brunner, Mond & Co., the Kanto Oxygen Co. being assisted in the obtaining of raw materials. Contemporaneously, announcement is made that the Kanto Oxygen Co. and the Japan Chemical Fertilizer Co. have made an agreement between themselves respecting market territory. The Japan Chemical Fertilizer Co. is equipped to manufacture about 500 drums of caustic soda a month, but complete details as to the Kanto Oxygen Co.'s plans are not yet available.

This series of agreements is based fundamentally on British and American competition in the Japanese market, the British companies having enlisted local aid against the lower-priced American caustic soda. In spite of protection, the Japanese producers have been unable to hold the caustic soda market, either before the war against British goods, nor since the war agains American goods which have been priced lower even than British caustic soda.

# Prices Current of Fine and Heavy Chemicals, Drugs, Essential Oils, Dyestuffs and Oils

## EXPLANATION

Prices current quoted herein are spot New York, unless otherwise indicated, for goods in large quantities in original packages of the customary trading unit of weight or measure. Re-sale prices are quoted when second hands are a factor in the market.

The price range (two sets of figures, e. g., .16-.19) indicates either prices for different quantity orders, or else that different manufacturers or importers quote different prices. All price ranges are inclusive.

All quotations are made on the basis of avoirdupois pounds and ounces or American gallons. For the ready reference of exporters and foreign buyers the following tables of equivalents are published:

## WEIGHTS AND MEASURES

1 Imperial Gallon (Brit.)	.120 Amer. Gallons
1 American Gallon	.833 Imperial Gallon
1 American Gallon	3.79 Liters
1 Liter	.264 American Gallon
1 American Gallon (H <sub>2</sub> O) weighs 8.85 pounds	
1 Pound (Avoirdupois) weighs .454 Kilogram	
1 Kilogram weighs 2.20 pounds (Avoirdupois)	

## Acids

Acetic, See Heavy Chemicals	
Acetyl-salicylic	lb. — — .70
Benzoic, U.S.P.	lb. .60 — .75
Boric cryst., bbls.	lb. .1234 — .14
Powdered, bbls.	lb. .1234 — .90
Butyric Tech., 98 p.c.	lb. — — .90
Camphorole	lb. 4.27 — 4.50
Carbolic cryst., U.S.P., drs. pb.	lb. .12 — .15
1-lb. bottle	lb. — — .27
5-lb. bottle	lb. — — .23
50 to 110-lb. tins	lb. — — .19
Liquid, U.S.P., 1 lb. bot.	lb. — — .26
Crude, 25 p.c.	gal. .30 — .35
Chrome, 98 p.c.	lb. — — .45
Chrysophanic	lb. 1.70 — 1.90
Cinnamic, See Aromatic Chemicals	
Citric, crystals, bbls.	lb. — — .47
Powdered	lb. — — .48
Imported, kegs	lb. .44 — .45
Cresylic, 95-100 p.c., See Coal-tar Crudes	
Formic, 75 p.c., tech.	lb. .15 — .16
Gallic, U.S.P., bulk	lb. .80 — .90
Glycerophosphoric, 25 p.c.	lb. 1.65 — 1.75
Hydrobromic, 40 p.c., pure	lb. — — .40
Hydrochloric, C.P., carboys	lb. .07 — .08
Hydrolitic, sp. g. 1.150	oz. — — .20
Hydrofluoric, see Heavy Chemicals	
Hypophosphorous, 50 p.c.	lb. 1.65 — 1.70
U.S.P., 10 p.c.	lb. — — .37
Lactic, U.S.P.; VIII.	lb. .55 — .60
U.S.P., IX.	lb. .65 — .70
Molybdic, C.P.	lb. — — 3.00
Muriatic, See Heavy Chemicals	
Nitric, C.P.	lb. .09 — .10
Nitro Muriatic	lb. .20 — .23
Oxalic, cryst., bbls.	lb. .1434 — .15
Picric, kegs, see Intermediates	
Phosphoric, 85-88% <sup>o</sup> , syr. U.S.P. Pb.	lb. .19 — .20
50 p.c., tech.	lb. .11 — .12
Pyrogallic, resublimated	lb. — — 1.75
Crystals, bottles	lb. 1.20 — 1.30
Salicylic, U.S.P.	lb. .24 — .25
Second Hands	lb. .21 — .23
Sulfuric, C.P.	lb. .07 — .08
Sulfurous (6-7 p.c.)	lb. .05 — .06
Tannic, U.S.P.	lb. .75 — .85
Tartaric, Crystals, U.S.P.	lb. — — .35
Powdered, U.S.P.	lb. — — .35
Imported U.S.P., Cryst.	lb. .25% — .27
Powdered	lb. .25% — .27

## Fine Chemicals

Acetanilid, C.P., bbl. blk.	lb. .29 — .33
Acetone, C. P.	lb. .1234 — .1834
Acetphenetidin	lb. — — 1.65
Aconitine, Alkaloid, cryst.	oz. — — 23.00
Amorphous	oz. — — 16.00
Adeps Lanae, See Lanolin	
Albumen, Egg, edible	lb. — — .75
Alcohol, 190 proof, U.S.P., gal.	— — 4.80
Cologne Spirit, 190 proof, gal.	— — 4.85
Second Hands, U.S.P., gal.	— — 4.75
For Export, U.S.P., gal.	.45 — .47
Wood ref., 95 p.c.	gal. .60 — .65
97 p.c.	gal. .65 — .70
Pure	gal. .80 — .90
Second Hands, 95-97% c. gal.	lb. .60 — .62
Denatured Complete	gal. .45 — .48
Butyl	lb. .2334 — .2834
Iso-propyl, bbls.	gal. — — 2.50
Aloin, U.S.P., powd.	lb. .85 — .90
Amidopyrine	lb. 4.50 — 4.75
Ammonium, Acetate, cryst.	lb. .37 — .40
Benzoate, cryst., U.S.P.	lb. .85 — .90
Bichromate, C. P.	lb. .65 — .70
Bromide, gran., bulk	lb. — — .28
Imported	lb. .16 — .18
Carb. Doh., U.S.P., kegs.	lb. .13 — .14
Chloride, U.S.P.	lb. .19 — .20
Hypophosphite	lb. 1.35 — 1.40
Ichthyolate (as to brand)	lb. 1.00 — 3.00
Iodide	lb. — — 4.60
Nitrate, C. P.	lb. — — .40
Oxalate, Pure	lb. .45 — .55
Phosphate (Dibasic)	lb. .40 — .42
Monobasic	lb. .18 — .20
Salicylate, U.S.P.	lb. .55 — .60
Water, (See Heavy Chemicals)	
Amyl Acetate, bulk, drums, gal.	1.95 — 2.40
Antimony Chlor. (Sol. butter of Antimony)	lb. — — .12
Needle Powder	lb. .0434 — .05
Antipyrine, bulk	lb. 1.65 — 1.75
Apomorphine Hydrochlor. 23/4 oz.	12.00 — 12.05
Arecoline Hydrobromide	oz. 9.00 — 10.00
Argols, red	lb. — — .07
Arsenic red, See Heavy Chemicals	
White, See Heavy Chemicals	
Arsenous Iodide, U.S.P.	lb. — — 5.50
Aspirin	lb. — — .70
Atropine, Alk., U.S.P., 1-oz. v. oz.	9.00 — 12.00
Sulfate, U.S.P., 1-oz. v. oz.	5.25 — 5.40
Barbital	oz. — — 1.25
Barium Carb. prec., pure	lb. — — .25
Dioxide	lb. .17 — .21
Iodide	lb. — — 5.38
Nitrate	lb. .07 — .10
Bay Rum	
Denatured Salicy. Acid.	gal. 3.22 — 3.50
Denatured, quinine	gal. 3.60 — 3.75
Benzaldehyde (see Aromatic Chemicals)	
Benzonaphthal.	lb. 2.65 — 2.75
Berberine Hidcl.	lb. — — 22.00
Acid Sulfate	lb. 22.00 — 25.00
Neutral sulfate	lb. 22.00 — 25.00
Bismuth Metallic	lb. — — 1.75
Ammon. Citrate, U.S.P.	lb. — — 5.00
Citrate, U.S.P.	lb. — — 2.10
Oxychloride	lb. — — 2.30
Salicylate	lb. — — 1.45
Subbenzoate	lb. — — 2.78
Subcarbonate, U.S.P.	lb. — — 1.85
For X-ray Diagnoses	lb. — — 2.40
Subgalate	lb. — — 1.85
Subiodide	lb. — — 3.85
Subnitrate	lb. — — 1.75
Second Hands	lb. — — 1.75
Subsalsicylate	lb. — — 2.00
Tannate	lb. — — 2.00
Borax, in bbls.	lb. .0534 — .0634
U.S.P., Kegs	lb. .06 — .0634
Brucine Sulfate	oz. .25 — .35
Bromine, purified (works)	lb. — — .20
Bromoform	lb. — — 1.75
Bromides, See Potass. Brom. etc.	
Cadmium Bromide, crystals	lb. .95 — 1.05
Iodide	lb. — — 4.00
Metal sticks	lb. — — 1.00
Caffeine alkaloid, bulk	lb. 4.75 — 5.25
Resale	lb. 4.10 — 4.25
Hydrochloride	lb. — — 8.00
Hydrobromide	lb. 5.85 — 5.60
Citrated, U.S.P.	lb. 3.80 — 4.00
Sulfate	lb. — — 6.25

## CLASSIFICATION

Items are classified into divisions based upon industrial and trade use and, within these divisions, are arranged alphabetically. The order follows roughly the order of the market reports in the text pages and the running heads at the top of the page serve as a ready index.

Fine Chemicals — medicinal, photographic, CP reagent acids and chemicals, except synthetic aromatics.

Heavy Chemicals — industrial and metallurgical acids and chemicals, except metals, dyestuffs, tanning materials and fertilizers.

Coal-Tar Products — crudes and intermediates.

Oils — the fatty oils of animal, fish, and vegetable origin.

Crude Drugs — the natural botanical products sold through the drug trade, further subdivided according to class.

Essential Oils — include the oleoresins and are followed by the synthetic aromatic chemicals.

Calcium Glycerophosphate	lb. — — 1.75
Hypophosphite	lb. — — .65
Iodide	lb. — — 3.95
Phosphate, Precip.	lb. .14 — .15
Monobasic	lb. .30 — .35
Sulfocarbolate	lb. .48 — .50
Camphor, Am. ref'd bbls. blk.	lb. — — .92
16's in 1-lb. carton	lb. — — .97
24's in 1-lb. carton	lb. — — .9734
32's in 1-lb. carton	lb. — — .98
Japan, refined, 2½ lb. slabs	lb. .90 — .91
Tablets (as to size)	lb. — — .97
Chinese, crude	lb. .68 — .70
Refined	lb. .90 — .91
Monobromated, bulk	lb. 1.70 — 1.80
Caramel	gal. .55 — .60
Carmine, No. 40	lb. .42 — .45
Casein, Edible	lb. .35 — .40
Technical	lb. .14 — .15
Castor Oil, AA bbls.	lb. .1134 — .12
Cerium Oxalate	lb. .42 — .45
Chalk, Precip., light	lb. .03 — .0334
Heavy Drop	lb. — — .03
Charcoal, Powd.	lb. .04 — .05
Willow, Powd.	lb. .06 — .07
Bone Black, Powd.	lb. — — .08
Chloral Hydrate, U.S.P., crystals	lb. — — .86
25 lb. jars, 100 lb. lots	lb. — — .86
Chloroform, U.S.P.	lb. — — .43
Second Hands	lb. .35 — .38
Cinchonidin, Alk., crystals	oz. — — .93
Sulfate	oz. — — .52 — .60
Cinchonine, Alk., crystals	oz. — — .54
Sulfate	oz. — — .25 — .30
Cocaine, Hydrochl., Cryst.	oz. — — .60
Gran., Powd.	oz. — — 6.25
Imported	oz. — — 5.75
Cocoa Butter, bulk	lb. .25 — .27
Fingers, cases	lb. .3234 — .3534
Codeine, Alk., 10 oz. bulk	oz. — — 6.10
Hydrobromide	oz. — — 4.90
Hydrochloride	oz. — — 5.60
Nitrate	oz. — — 5.50
Phosphate	oz. — — 4.55
Salicylate	oz. — — 4.55
Sulfate	oz. — — 4.90
Cod Liver Oil, Newf'd.	lbbl. 16.00 — 18.00
Norwegian	lbbl. 17.50 — 18.50
Colchicine Alk.	oz. — — 37.50
Salicylate	oz. — — 37.50
Collodion, U.S.P.	lb. .25 — .28
Flexible, U.S.P.	lb. .28 — .30
Corn Syrup	100 lbs. 1.79 — 2.04

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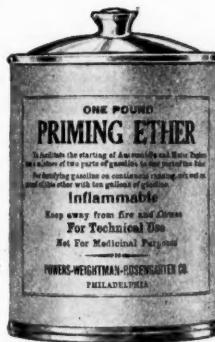
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Bismuth Subnitrate  
and other Bismuth  
Salts  
Codeine and its Salts  
Creosote, U.S.P.  
Creosote Carbonate,  
U.S.P.  
Diacetyl-Morphine  
Glycerophosphates  
Hexamethylenamine  
Iodoform 412

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Opium Gran., U.S.P.  
Potassium Iodide  
Quinine and its Salts  
Silver Nitrate  
Silver Proteinate  
Sodium Benzoate  
Thymol Iodide  
Strychnine and its  
Salts

## Fine Chemicals

Corrosive Sublimate, see Mercury			
Cotton Solution	lb.	.35	
Coumarin, refined, see Aromatic Chemicals			
Cream Tartar, U.S.P.	lb.	.33	
Imported, U.S.P.	lb.	.26	.27
Creosote, U.S.P.	lb.	.40	.45
Carbonate	lb.	1.80	2.00
Cresol, U.S.P.	lb.	.14	.15
Diethyl Phthalate	lb.	—	.90
Dionin, See Morph. Ethyl Hydrochl.			
Dover's Powder, U.S.P.	lb.	—	2.20
Duboisine Sulfate	oz.	—	.60.00
Emetine Alk., 15 gr. vials, ea.	ea.	—	1.00
Hydrochloride, U.S.P.	oz.	16.00	17.50
15 gr., vials	ea.	—	.75
Epsom Salt, U.S.P.	100 lbs.	2.50	2.75
Technical	100 lbs.	1.10	1.25
Ergotin, Bonjean	lb.	—	10.00
Eserine Sulfate	oz.	14.50	15.00
Salicylate	oz.	—	18.00
Alkaloid	oz.	—	40.00
Ether, U.S.P., Conc. bulk	lb.	—	.14
Washed, bulk	lb.	—	.31
Nitrous, conc.	lb.	—	.97
U.S.P., 1880, bulk	lb.	—	.39
Anaesthesia, bulk	lb.	—	.17
Motor Ether, 1 lb. cans	lb.	—	.26
Ethyl Acetate, pure	gal.	.98	1.05
85 p.c. Ester	gal.	.57	.65
Bromide	lb.	—	1.50
Chloride	lb.	—	.55
Ethyl Methyl Ketone	lb.	.13	.14
Eucalyptol, U.S.P., See Aromatic Chemicals			
Formaldehyde	lb.	10%	.11
Second Hands	lb.	—	.10%
Gelatin, silver	lb.	1.10	1.20
Gold Label	lb.	—	—
Glycerin	C.P. drums, bbls., extra	.15%—.16	
Cans	lb.	.16%—.17	
Dynamite, drums, loose	lb.	.14	.14%
Saponification, loose	lb.	.10	.11
Soap Lye, loose	lb.	.09%—.10	
Guaiacol, liquid	lb.	2.75	3.00
Carbonate	lb.	3.75	4.25
Haarlem Oil, dom.	gross	—	3.00
Imported	gross	5.70	5.75
Hexamethylenetetramine	lb.	.72	.75
Hydrastine, Alkaloid	oz.	12.00	14.00
Hydrochloride	oz.	12.00	14.00
Sulfate	oz.	12.00	14.00
Hydrastinine, Alkaloid	oz.	—	60.00
Hydrogen Peroxide, U.S.P., 19 gr. lots			
4-oz. bottles	gross	7.50	8.50
8-oz. bottles	gross	12.00	12.25
16-oz. bottles	gross	20.00	20.25
Hydroquinone, bulk	lb.	1.15	1.25
Hyoscamine Hydrobromide	oz.	12.00	14.00
Hyoscamine Alkaloid	oz.	18.00	20.00
Sulfate	oz.	18.00	20.00
Iodides, See Potass. Iodide, etc.			
Iodine, Resublimed	lb.	—	3.80
Tincture, U.S.P., bbls., gal.	gal.	3.75	3.95
Iodoform, Powdered, bulk	lb.	—	4.75
Crystals	lb.	—	5.75
Iron Citrate, U.S.P., VIII	lb.	—	.99
and Ammon. Citrate, U.S.P.	lb.	—	.84
Green scales, U.S.P.	lb.	—	.84
Cacodylate	lb.	9.00	10.00
Chloride, cryst. (ferrie)	lb.	.12	.13
Hypophosphite	lb.	1.55	1.60
Iodide	lb.	—	3.50
Syrup, U.S.P., 1900	lb.	—	.30
Oxalate, scales	lb.	.80	.85
and Ammonium, cryst.	lb.	.45	.55
and Potassium	lb.	.47	.57
and Sodium, cryst.	lb.	.40	.50
Phosphate, U.S.P.	lb.	—	.89
Pyrophosphate, U.S.P.	lb.	—	.94
Metallic, Reduced	lb.	—	.65
Lanolin, hydrous, U.S.P.	lb.	.12	.15
Anhydrous	lb.	.15	.18
Lead Iodide, U.S.P., VIII	lb.	—	2.50
Licorice, U.S.P., Mass.	lb.	—	.28
Powdered	lb.	—	.40
Sticks	lb.	—	.50
Comp. Powder	lb.	—	.14
Lithium Carbonate	lb.	—	1.50
Citrate	lb.	1.60	1.75
Magnesium Carb. U.S.P.	bbls.	.12	.14
Technical, bbls.	lb.	.06	.10
Blocks, cases, 1, 2 4 ozs.	lb.	.18	.22
Glycerophosphite	lb.	—	3.00
Hypophosphite	lb.	—	1.20
Oxide	lb.	—	.53
Peroxide, cans	lb.	—	2.15
Salicylate	lb.	—	.50
Sulfate, (See Epsom Salt)			
Malt Syrup kegs	lb.	—	.10
Manganese Glycerophos.	lb.	—	3.00
Hypophosphite, U.S.P., VII	lb.	.85	1.95
Iodide	lb.	—	.56
Sulfate, Crystals	lb.	—	.30
Menthol, Crystals	lb.	4.75	4.80
Mercury, flasks, 75 lb.	ea.	—	48.00
Bisulfate	lb.	—	.39
Blue Mass	lb.	—	.56
Powdered	lb.	—	.58
Blue Oint., 30 p.c.	lb.	—	.56
50 p.c.	lb.	—	.72
Citrine Ointment	lb.	—	.48
Calomel, Amer.	lb.	—	.82
Corrosive Sublimate, cryst.	lb.	.79	.81
Powdered Granular	lb.	.65	.66
Iodide, Green	lb.	—	.31
Red	lb.	—	.32
Yellow	lb.	—	.31
Red Precipitate	lb.	—	.91
Powdered	lb.	—	1.01
White Precipitate	lb.	—	1.06
Powdered	lb.	—	1.11
With chalk	lb.	—	.36

## FOOD COLORS

AMARANTH  
ERYTHROSINE  
INDIGO DISULFO NA  
LIGHT GREEN SFYK  
NAPTHOL YELLOW  
ORANGE K  
PONCEAU K  
TARTRAZINE  
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DECEMBER 14, 1921]

## DRUG &amp; CHEMICAL MARKETS

1267

## Fine Chemicals

Methyl Acetone, drums....gal.	.70	—	.72
Methyl salicylate, see Aromatic Chemicals			
Methylene Blue, medicinal....lb.	4.00	—	4.25
Milk, powdered .....	.15	—	.16
Mineral Oil, white .....	.85	—	1.25
Morphine, Acet., 10-oz. In 5s.oz.	—	—	4.90
Hydrobromide, 10-oz. in 5s.oz.	—	—	4.90
Hydrochloride, 10-oz. in 5s.oz.	—	—	4.90
Sulfate, 10-oz. in 5s.oz.....	—	—	4.90
Diacetyl, Alk., 10 oz., $\frac{1}{2}$ s.oz.	—	—	8.40
Diacetyl Hydcl., 10 oz., $\frac{1}{2}$ s.oz.	—	—	7.60
Ethyl Hydcl., 10 oz., $\frac{1}{2}$ s.oz.	—	—	8.95
Opium cases, U.S.P.....lb.	—	—	5.50
Granular .....	—	—	6.75
Powdered, U.S.P.....lb.	—	—	6.75
Oxgall, pure, U.S.P.....lb.	1.50	—	1.55
Pancreatin .....	lb.	1.50	— 1.70
Papain .....	lb.	2.35	— 2.50
Paraformaldehyde .....	lb.	—	— .60
Pepsin Powd., U.S.P.....lb.	—	—	2.50
Petrolatum, Light amber bbls....lb.	—	—	.054
Cream White .....	lb.	—	.07
Lily White .....	lb.	—	.12 $\frac{1}{2}$
Snow White .....	lb.	—	.13 $\frac{1}{2}$
Phenolphthalein .....	lb.	1.40	— 1.50
Phosphorus, yellow .....	lb.	.26	— .30
Pilocarpine, hydrochloride ..oz.	—	—	6.00
Alkaloid, 15 gr. vial.....ea.	—	—	.80
Nitrate .....	oz.	—	6.25
Piperazine Hydrate .....	oz.	—	.50
Plaster Paris, true dental....bbl.	4.35	—	4.60
Podophyllin .....	lb.	—	4.25
Potassium acetate .....	lb.	.37	— .38
Bicarbonate, U.S.P.....lb.	—	.07 $\frac{1}{2}$	.09
Bisulfate .....	lb.	—	.40
Bromide Crystals, bulk....lb.	—	—	.19
Granulated .....	lb.	—	.19
Imported, U.S.P.....lb.	.14	—	.15
Pumice Stone, lump.....lb.	—	.04	— .05
Powdered .....	lb.	.03	— .04
Pyridin .....	gal.	—	1.75
Quinine Sulf., 100-oz. tins....oz.	—	—	.70
Quinine Sulf., 1-oz. tins .....	oz.	—	.78
*Imported, Java .....	oz.	.68	— .70
Imported, Japanese .....	oz.	.68	— .70
Bisulfate, 100-oz. tins.....oz.	—	—	.70
Alkaloid .....	oz.	—	1.05
Acetate .....	oz.	—	1.05
Arsenate .....	oz.	—	1.05
Benzoate .....	oz.	—	1.05
Citrate .....	oz.	—	1.05
Dihydrochloride .....	oz.	—	1.05
Dihydrobromide .....	oz.	—	1.05
Quinine Dicarbonate .....	oz.	2.00	— 3.00
Ethyl Carbonate .....	oz.	1.25	— 1.50
Ferrocyanide .....	oz.	—	1.05
Formate .....	oz.	—	1.05
Glycerophosphate .....	oz.	—	1.17
Hydriodide .....	oz.	—	1.05
Hydrobromide .....	oz.	—	.96
Hydrochloride .....	oz.	—	.96
Japanese .....	oz.	.85	— .90
Hydrochlor. & Urea.....oz.	—	—	1.05
Hypophosphite .....	oz.	—	1.05
Lactate .....	oz.	—	1.05
Phenolsulfonate .....	oz.	—	1.05
Phosphate .....	oz.	—	.96
Salicylate .....	oz.	—	.96
Tannate .....	oz.	—	.70
Tartare .....	oz.	—	1.05
Valerate .....	oz.	—	1.75
Quinidine Alk., crystals, tinsoz.	—	—	.96
Sulfate, tins .....	oz.	—	.71
Resorcinol, crystals, U.S.P....lb.	2.00	—	2.25
Resale .....	lb.	1.95	— 2.00
Technical, See Intermediates			
Rochelle Salt, crystals.....lb.	—	—	.23
Imported, U.S.P.....lb.	.19	—	.20
Rosewater, triple .....	gal.	—	1.30
Saccharin, U.S.P.....lb.	—	—	2.25
Resale .....	lb.	2.05	— 2.10
Salicin, bulk .....	lb.	4.00	— 4.25
Salol, U.S.P., bulk.....lb.	—	—	.75
Saltpetre, Double ref. bbls....lb.	.07 $\frac{1}{4}$	—	.09 $\frac{1}{4}$
Santonin, cryst., U.S.P.....lb.	147.00	—	150.00
Powdered .....	lb.	148.50	— 151.50
Seidlitz Mixture, bbls.....lb.	—	—	.18 $\frac{1}{4}$
Silver Nitrate, 500 oz. lots....oz.	.45 $\frac{1}{2}$	—	.45 $\frac{1}{2}$
Nucleinate .....	oz.	.30	— .36
Resale .....	oz.	.25	— .28
Proteinate .....	oz.	—	.34
Colloidal .....	oz.	—	.60

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Soap, Castile, white pure....lb.	.18	.20
*Conti's .....case	—	—14.00
Powd., U.S.P., bbls.....lb.	.33	.34
Green, U.S.P. ....lb.	.06%	.07%
Sodium, Acetate, U.S.P., gran.lb.	.12	.15
Benzoate, gran., U.S.P....lb.	.53	.70
Bicarb., U.S.P., powd., bbls.lb.	.02%	.02%
Bromide, U.S.P., bulk....lb.	—	.20
Imported, U.S.P. ....lb.	.16	.17
Cacodylate .....lb.	3.50	4.05
Caustic, U.S.P. See Sod. Hydroxide		
Chlorate, U.S.P., 8th Rev.		
Crystals, c.b., 10.....lb.	.13	.14
Granular, c.b., 10.....lb.	.16	.18
Chloride, C. P. ....lb.	—	.07%
Chlorite, U.S.P., Cryst. VIIIlb.	—	.60
VIII .....lb.	—	.60
Granular, U.S.P., gran.IX.lb.	—	.78
Cyanide, 96-98, see Heavy Chemicals		
Glycerophosphate, crystals...lb.	—	—1.95
Hydroxide, U.S.P. ....lb.	—	.18
Hypophosphite, U.S.P. ....lb.	—	.75
Iodide, bulk .....lb.	—	—3.40
Nitrate, U.S.P. ....lb.	.05	.05%
Oxalate, Neutral .....lb.	.45	.50
Peroxide .....lb.	—	.38
Phosphate, U.S.P., gran....lb.	—	.07
Recryst. ....lb.	—	.13
Pyrophosphate .....lb.	—	.14
Salicylate, U.S.P. ....lb.	.30	.32
Resale .....lb.	—	.28
Sulfate (Glauber's Salt).cwt.	1.65	—1.75
Needle Crystals .....cwt.	—	—2.25
Sulfocarbonate .....lb.	.25	.27
Spartein Sulfate .....lb.	.60	.70
Strontium Brom, Cryst., blk.lb.	—	.29
Carbonate, pure .....lb.	—	.28
Iodide, bulk .....lb.	—	—3.25
Nitrate, Kegs .....lb.	—	.10
Salicylate, U.S.P. ....lb.	.70	.72
Strychnine Alkld., cryst.....oz.	—	—1.45
Alkaloid, Powd. ....oz.	—	—1.35
Acetate .....oz.	—	—1.60
Glycerophosphate .....oz.	—	—1.70
Hydrobromide .....oz.	—	—1.70
Hydrochloride .....oz.	—	—1.60
Hypophosphite .....oz.	—	—1.80
Nitrate .....oz.	—	—1.60
Phosphate .....oz.	—	—1.70
Sulfate, crystals, bulk....oz.	—	—1.15
Sugar of Milk, Powder....lb.	.17%	—1.18
Sulfonal, 100-oz. lots.....oz.	—	—.38
Sulfonethylmethane, U.S.P....lb.	—	—5.75
Sulfonmethane, U.S.P. ....lb.	—	—4.75
Sulfur, roll, bbls.....100 lbs.	2.15	—2.70
Flour, 100 p.c. pure....100 lbs.	2.50	—3.15
Flowers, 100 p.c. pure....100 lbs.	3.00	—3.65
Precip., U.S.P. ....lb.	.17%	—18½
Lac Sulfur .....lb.	.08	.10
Tartar Emetic, tech.....lb.	.34	—.37
U.S.P. ....lb.	.39	—.40
Talcum, Amer., bags....100 lbs.	—	—1.40
Purified .....100 lbs.	—	—3.50
Theobromin Alkaloid .....lb.	5.75	—6.00
Thymol, crystals, U.S.P....lb.	4.90	—5.00
Iodide, U.S.P., bulk.....lb.	7.75	—8.00
Tin tichloride, see Heavy Chemicals		
Oxide, 500 lb. bbls.....lb.	—	—.40
Metallic, Crystals .....lb.	.27	—.28
Toluene, See Coal Tar Crude		
Tribromphenol .....lb.	—	—.90
Triodal .....oz.	—	—.47
Urea, Imp., Pharmaceutical....lb.	.40	—.45
Veratrine Sulfate .....oz.	—	—2.50
Hydrochloride .....oz.	—	—2.50
Witch Hazel, Ext., dble dist., bbl.	1.22	—1.30
Yohimbine, Hydroch. ....oz.	—	—12.50
Zinc Carbonate, U.S.P., precip.lb.	—	—.37
Chloride, U.S.P. ....lb.	.35	—.40
Nitrate .....lb.	—	—.42
Iodide, bulk .....lb.	—	—3.75
Oxide, U.S.P., bbls.....lb.	—	—.17
Stearate, U.S.P. ....lb.	—	—.24
Sulfate, U.S.P. ....lb.	—	—.08

## Heavy Chemicals

ACIDS	
Acetic, 28 p.c., bbls....100 lbs.	2.50
56 p.c., bbls.....100 lbs.	5.00
70 p.c., bbls.....100 lbs.	6.50
80 p.c., bbls, Com'l.100 lbs.	7.88
80 p.c., bbls, pure....100 lbs.	10.16
Glacial, bbls.....100 lbs.	10.00
Chlorousfonic, 95-95 p.c.,lb.	.15
Hydrobromic, com., 48 p.c.,lb.	.35
Pure, 40 p.c. ....lb.	—
48 p.c. in carboys.....lb.	.12
52 p.c. in carboys.....lb.	.13
60 p.c. in carboys.....lb.	.16
White Acid .....lb.	.32
Hydrofluosilicic 35 p.c.,lb.	.10
Lactic, 22 p.c., dark.....lb.	.04
22 p.c., light.....lb.	.05% — .06
44 p.c., dark.....lb.	.09% — .10
44 p.c., light.....lb.	.12% — .13
66 p.c. ....lb.	—
80 p.c., Imported.....lb.	—
Mixed, Nitric .....unit	.08% — .08%
Sulfuric .....unit	—
Muriatic, 18 deg. cbybs....100 lbs.	1.20
20 deg. carboys....100 lbs.	1.50
22 deg. carboys....100 lbs.	1.90
Iron Free cbybs, 18 deg.	
100 lbs. ....lb.	1.50
20 deg. ....100 lbs.	1.75
22 deg. ....100 lbs.	2.00
Nitric, 36 deg. carboys....lb.	.05% — .06
38 deg. carboys.....lb.	.05% — .06%
40 deg. carboys.....lb.	.06% — .07
42 deg. carboys.....lb.	.06% — .07%
Oxalic, bbls.....lb.	.14% — .15
Phosphoric, 50 p.c., tech....lb.	.13
Syrupy, 65 p.c. ....lb.	.20
Pyrolygous, Tech. ....gal.	.12
Sulfuric, Tank carlots	
60 deg., f.o.b. wks....ton	11.00
66 deg., f.o.b. wks....ton	17.00
— 18.00	

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Acid, Sulf., 20 p.c. Oleum,	ton 21.00	-23.00
40 p.c. oleum.....	ton 35.00	-40.00
60 p.c. oleum.....	ton 65.00	-75.00
Sulfurous com.....	lb. .12	.14
Tannic, Tech.....	lb. .65	.80
Tungstic .....	lb. 1.00	1.05
Acetone .....	lb. .12½	.13
Acetic Anhydride, 85 p.c.....	lb. —	.40
Acetyl Chloride, Redistilled, lb.	.45	.50
Alum, ammonia, lump.....	lb. .03½	.04
Imported .....	lb. .03½	.04
Ground .....	lb. .04	.04½
Powdered .....	lb. .04½	.04½
Chrome .....	lb. .07½	.10
Potash lump .....	lb. .05½	.06
Imported .....	lb. .03½	.03½
Powdered .....	lb. .06	.06½
Ground .....	lb. .06½	.06½
Chrome .....	lb. .07	.09
Soda, Ground .....	100 lbs. 3.50	— 4.00
Aluminum chloride, carboys, lb.	.04	.05
Anhydrous .....	lb. .38	.45
Sulfate Iron free .....	100 lbs. 2.50	— 3.00
Commercial .....	100 lbs. 1.85	— 2.40
Aluminum hydrate, light .....	lb. .20	— 22
Ammonia, Anhydrous .....	lb. —	.30
Ammonia Water, 26 deg.....	lb. .07½	.09½
20 deg.....	lb. .06	.08
18 deg.....	lb. .05½	.07½
16 deg.....	lb. .05	.07
Ammonium Bifluoride .....	lb. .20	— 24
Imported .....	lb. .20	— 22
Carbonate, imp. ....	lb. .08	— .09
Lactate .....	lb. —	.17
Nitrate .....	lb. .07½	.07½
Persulfate, bulk .....	lb. —	.50
Sal Ammoniac, gray .....	lb. .07	.07½
Imported .....	lb. .06½	.07
Granulated, white .....	lb. .07½	.07½
Imported .....	lb. .07	.07½
Lump .....	lb. .15	.16
Sulfate, ebl. bags, f.a.s. 100 lbs.	2.60	— 2.75
*Dom. Bulk, wks....100 lbs. 2.25	— 2.30	
Copper Sulfate .....	100 lbs. 5.55	— 5.65
Imported .....	100 lbs. 4.95	— 5.00
Tartrate (verdigris sub-	lb. —	.30
stitute) .....	lb. —	.30
Copperas, wks. ....	100 lbs. .75	— 1.00
Ferric Chloride, crys.....	lb. .08½	— .09
Liquid, 40 deg.....	lb. .05	— .06
Ferrous Chloride, crys.....	lb. .05½	— .06½
Sulfide .....	100 lbs. 2.25	— 3.25
Flake White .....	lb. .09½	— .10½
Fluorspar, Powdered .....	ton 30.00	— 35.00
Acid Grade, f.o.b. mines. ton	22.50	— 25.00
Fuller's Earth, f.o.b. mines. ton	16.00	— 17.00
Imported .....	ton 35.00	— 40.00
Fuse Oil, crude.....	gal. —	— 1.50
Refined .....	gal. —	— 3.25
Kieselguhr .....	100 lbs. 1.75	— 2.00
Lead Acetate, white cryst. lb.	.12	— 1.25
White Cakes .....	lb. .11½	— .12
Granulated .....	lb. .11½	— 1.25
Brown Cakes .....	lb. .10½	— 1.15
Arsenate, powdered .....	lb. .08	— .10
Paste .....	lb. —	.15
Nitrate .....	lb. —	.15
Oxide, Litharge, Amer. pd. lb.	.07½	.07½
Red, American .....	lb. .08	— .08½
Sulfate, basic white .....	lb. .06½	.07
White, Basic Carb., Amer.	dry .....	
Lithopone .....	lb. .06	.07
Imported .....	lb. .05	.05½
Lime, hydrate .....	lb. .01	.01½
Acetate .....	100 lbs. 1.75	— 2.00
Nitrate .....	ton 40.00	— 40.00
Sulfur, Powd. ....	ton 10.00	— 12
Magnesite .....	100 lbs. 1.85	— 2.00
Magnesium Sulfate, tech. 100 lbs.	1.05	— 1.15
Imported .....	lb. .06	— .08
Carbonate, tech. ....	lb. 36.00	— 40.00
Chloride, fused, f.o.b. N.Y. ton	32.00	— 36.00
Imported, fused & gran. ton	38.00	— 42.00
Flake, f.o.b. N. Y. ton	38.00	— 42.00
Fluosilicate, 30% soln. 100 lbs.	8.00	— 10.00

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Barium Nitrate
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Strontium Carbonate
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Acetic	Lactic
Sulphuric (all strengths)	50%-60%-66%-98%
Oil of Vitriol	Oil 20% to 65%
Oleum 20% to 65%	Electrolyte
Muriatic (all strengths)	Nitric (all strengths)
Aqua Fortis	Mixed
Dipping	

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Manganese Chloride .....	lb.	.12	—	.15
Dioxide, 80-84 p.c. ....	ton	55.00	—	<b>60.00</b>
85-90 p.c. ....	ton	60.00	—	<b>70.00</b>
Sulfate .....	lb.	.11	—	.13
Nickel oxide .....	lb.	.40	—	<b>.45</b>
Salts, single .....	lb.	—	—	.14
double .....	lb.	.11	—	.12
Nitre Cake, bulk wks. ....	ton	5.00	—	<b>5.50</b>
Orange Mineral .....	lb.	.11	—	.13
Paris Green .....	lb.	.23	—	<b>.25</b>
Phosphorus red .....	lb.	—	—	.50
Imported .....	lb.	.30	—	.35
Yellow .....	lb.	—	—	.35
Imported .....	lb.	.27	—	.30
Oxychloride .....	lb.	.45	—	<b>.50</b>
Sesquisulfide .....	lb.	—	—	.42%
Trichloride .....	lb.	.60	—	.65
Plaster of Paris, tech....	bbl.	4.25	—	.450
Potash Caustic, 88-92% .....	lb.	.08	—	.10
Imported, c.i.f. ....	lb.	.05%	—	.06
70-75 p.c. ....	lb.	—	—	—
Potassium Bichromate .....	lb.	.10%	—	.11
Powered .....	lb.	.13	—	.13%
Binoxalate, tech. ....	lb.	.40	—	.42
Carbonate, 80-85 p.c. ....	lb.	.04%	—	.05
Hydrated .....	lb.	—	—	.05
*85-90 p.c. ....	lb.	—	—	—
90-95 p.c. ....	lb.	—	—	—
96-98 p.c. ....	lb.	.05%	—	.06
Chlorate, cryst. ....	lb.	.12	—	.13
Powdered, American .....	lb.	.12	—	.13
Imported, pow. & crys. ....	lb.	.05%	—	.06
Swedish, Powd. ....	lb.	.07%	—	.08
Muriate, basis 80 p.c. ....	unit	.70	—	<b>.75</b>
Metabisulfite .....	lb.	.28	—	.30
Perchlorate .....	lb.	.14	—	.16
Permanganate, Com'l. ....	lb.	.15	—	.22
U.S.P., See Fine Chemicals				
*Nominal				
Potass. Prussiate, red .....	lb.	.26	—	<b>.28</b>
Yellow .....	lb.	—	—	.22
Sulfate .....	unit	—	—	1.00
Titanium Oxalate .....	lb.	—	—	<b>.55</b>
Salt, tech. ....	ton	12.00	—	<b>15.00</b>
Salt Cake, bulk .....	ton	17.00	—	<b>20.00</b>
Saltpetre .....	lb.	.07%	—	<b>.09%</b>
Soda Ash, 58 p.c. light.100 lbs.	lb.	1.85	—	2.00
Basis, 48 p.c.wks.bgs.100 lbs.	lb.	1.47%	—	1.50
Dense, 58 p.c. bags.100 lbs.	lb.	—	—	2.25
Basis 48 p.c. wks.bgs.100 lbs.	lb.	1.50	—	1.52%
Caustic, 76 p.c. ....	100 lbs.	3.90	—	4.00
Basis 60 p.c. ....	100 lbs.	2.90	—	3.00
Ground, 76 p.c. wks.100 lbs.	4.00	—	4.25	
Group, 76 p.c. wks.100 lbs.	4.00	—	4.25	
Sodium Acetate .....	lb.	.04	—	<b>.04%</b>
Aluminum Sulfate ....	100 lbs.	3.50	—	4.00
Bicarbonate .....	100 lbs.	2.25	—	<b>2.40</b>
Bichromate .....	lb.	—	—	.08
Bisulfate, bulk, wks. ....	ton	5.00	—	<b>5.50</b>
Bisulfite, Powd. ....	lb.	.04%	—	.05
Solution 32-40 deg. ....	100 lbs.	1.35	—	2.00
Carbonate, Sal bbls. ....	100 lbs.	1.70	—	<b>2.00</b>
Chlorate .....	lb.	—	—	<b>.07%</b>
Imported .....	lb.	—	—	.06%
Chloride, tech. ....	ton	12.00	—	<b>15.00</b>
Cyanide, 96-98 p.c. ....	lb.	.28	—	.30
73-76 p.c. ....	lb.	.25	—	.27
Imported 120% .....	lb.	.26	—	.26%
*128 p.c. ....	lb.	.27	—	.27%
Fluoride .....	lb.	.10	—	.12
Hydro sulfite .....	lb.	—	—	.45
Hyposulfite, Crys. bbls. ....	100 lbs.	3.50	—	<b>3.75</b>
Granulated .....	100 lbs.	3.95	—	<b>4.20</b>
Tungstate, crys. ....	lb.	.80	—	.85
Desiccated .....	lb.	.70	—	.75
Nitrate, crude .....	100 lbs.	2.30	—	2.40
Double refined, Gran. ....	lb.	.05	—	<b>.05%</b>
Sodium Nitrite .....				
Perborate, imp. ....	lb.	.20	—	.22
Peroxide .....	lb.	.25	—	<b>.30</b>
Phosphate (tri) ref. ....	lb.	.06	—	<b>.07</b>
di-Sodium, U.S.P., gran. ....	lb.	.07%	—	<b>.08%</b>
Technical .....	lb.	.04%	—	<b>.04%</b>
Mono-Sodium, ref. ....	lb.	.25	—	<b>.38</b>
Prussiate, Yellow .....	lb.	—	—	<b>.14%</b>
Silicate, 60 deg. ....	100 lbs.	3.12%	—	<b>3.50</b>
40 deg. ....	100 lbs.	1.10	—	<b>2.00</b>
Silicofluoride .....	lb.	.07	—	<b>.08</b>
Sulfate, Gf'b salt. ....	100 lbs.	1.50	—	<b>2.00</b>
Sulfide, 60 p.c. ....	lb.	.05	—	<b>.03%</b>
Imported .....	lb.	.04%	—	<b>.04%</b>
30 p.c. crystals .....	lb.	.03%	—	<b>.03%</b>
Sulfite, Crystallized .....	lb.	.03%	—	<b>.04</b>
Dessicated .....	lb.	.09%	—	<b>.10%</b>
Thiocyanate (Sulfocyanide) lb.	—	.50	—	<b>.52</b>
Strontrium Nitrate .....	lb.	.14	—	.16
Imported .....	lb.	.11	—	.12
Carbonate, Imp. ....	lb.	.10	—	.15
Sulfur Chloride, red. ....	lb.	.05	—	<b>.06</b>
Yellow .....	lb.	.04%	—	<b>.05</b>
Sulfur Dioxide liq. cyl. ....	lb.	.08	—	<b>.09</b>
Sulfur, crude .....	ton	20.00	—	<b>35.00</b>
Flour, Com'l., bbls. ....	100 lbs.	1.45	—	<b>2.00</b>
Flowers, 100 p.c. ....	100 lbs.	2.75	—	<b>3.65</b>
Sulfuryl Chloride .....	lb.	—	—	<b>1.00</b>
Tartar Emetic, tech. ....	lb.	.34	—	.36
Tin, bischloride 50 p.c. Sol'n. ....	lb.	.09%	—	<b>.10</b>
Crystals .....	lb.	.27	—	<b>.29%</b>
Oxide .....	lb.	.38	—	.40
Tetrachloride .....	lb.	.19%	—	.21
Whiting .....	100 lbs.	1.15	—	<b>1.75</b>
Zinc, carbonate .....	lb.	.16	—	<b>.18</b>
Chloride, Fused .....	lb.	.08	—	<b>.08%</b>
Granulated .....	lb.	.11%	—	<b>.114</b>
Imported fus'd & gran. ....	lb.	.06	—	<b>.06%</b>
Cyanide .....	lb.	.43	—	<b>.46</b>
Oxide, French .....	lb.	.11	—	<b>.12%</b>
American .....	lb.	.08	—	<b>.09</b>
Sulfate .....	lb.	.03	—	<b>.03%</b>



Soda Ash 58%  
 Caustic Soda 76%  
 Modified Sodas  
 Special Alkali  
 Bicarbonate of Soda U. S. P.

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 GENERAL OFFICES PITTSBURGH, PENNA



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 FLOWERS  
 PRECIPITATED 100%  
 LAC SULPHUR

BATTELLE & RENWICK

Estb. 1840 Incp. 1902  
 80 Maiden Lane, New York, N. Y.

## Coal-Tar Products

## Crudes

Anthracene	80-85 p.c.	lb.	.75 - 1.00
	40-45 p.c.	lb.	.12 - .18
Benzene, C. P.	.....	gal.	.27 - .33
Resale, drums included	.....	gal.	—
90 p.c.	.....	gal.	.25 - .31
Carbazol	.....	lb.	.85 - 1.00
Cresylic Acid, 95 p.c. dark gal.	.....	lb.	.65 - .70
Straw, 97-99 p.c.	.....	gal.	.70 - .75
Cresol, U.S.P.	.....	lb.	.17 - .20
Cresote oil	.....	gal.	.20 - .22
Dip. oil	.....	gal.	.31 - .36
Naphthalene, balls	.....	lb.	.08/ - .09/
Flake	.....	lb.	.071/ - .081/
Second Hand	.....	lb.	.06/ - .063/
Phenol, Gov't Surplus	.....	lb.	.12 - .17
Open Market	.....	lb.	.10 - .12
Natural	.....	lb.	.15 - .16
Pitch, various grades	ton	14.00 - 18.00	
Solvent naphtha	gal.	.28 - .31	
Tar Acid Oil, 25 p.c.	gal.	.264 - .29	
50 p.c.	.....	gal.	.38 - .41
Toluene, pure	.....	gal.	.28 - .34
Xylene, 10 deg. dist. range	gal.	.35 - .41	
5 deg. dist. range	.....	gal.	.40 - .46
Nitration, 2 deg. range	.....	gal.	.43 - .51

## Intermediates

Acid 1, 2, 4	.....	lb.	— - 1.00
Acid, Anthranilic	.....	lb.	— - 1.35
Technical	.....	lb.	1.10 - 1.15
Acid Benzoic, tech.	.....	lb.	.50 - .60
Acid Broenner's	.....	lb.	1.55 - 1.60
Acid Chloroacetic, tech.	.....	lb.	.40 - .45
Acid Cleves	.....	lb.	1.52 - 1.55
Acid Gamma	.....	lb.	2.25 - 2.70
Acid H	.....	lb.	1.00 - 1.10
Acid Laurent's	.....	lb.	.75 - .80
Acid Metanilic	.....	lb.	1.60 - 1.65

## Phthalic Anhydride

A co-operative agreement was signed in 1917 between certain manufacturers and the Department of Agriculture for the purpose of developing the manufacture of Phthalic Anhydride under a new process originated in the Bureau of Chemistry, Department of Agriculture.

This process was patented and bears U. S. Patent No. 1,284,888. Phthalic Anhydride produced commercially under U. S. Patent No. 1,284,888 does not have a melting point of 130.0 degrees Centigrade.

Any person or persons producing, buying or using Phthalic Anhydride of this quality other than that which is produced by The Walker Chemical Company of Pittsburgh, Pa., are infringing on U. S. Patent No. 1,336,182 and lay themselves liable to suit for infringement.

Acid Monosulfonic F (delta)	lb.	2.40 - 2.50	
Acid Naphthionic, Crude	lb.	.65 - .70	
Refined	lb.	.70 - .76	
Acid Nevile & Winther's	lb.	1.30 - 1.35	
Acid Phthalic	lb.	.35 - .40	
Anhydride	lb.	.38 - .40	
Acid Picramic	lb.	.65 - .70	
Acid Picric	lb.	.30 - .45	
Acid Salicylic, tech.	lb.	.18 - .20	
Acid Sulfanilic, tech.	lb.	.26 - .28	
Acid Tobias	lb.	— - 2.00	
Acetanilide, tech.	lb.	.27 - .29	
p-Aminoacetanilide	lb.	1.25 - 1.30	
Aminoazobenzene	lb.	— - 1.15	
p-Aminophenol	lb.	1.30 - 1.40	
Hydrochloride	lb.	1.50 - 1.60	
o-Aminophenol	lb.	2.50 - 2.75	
Aniline Oil (drums extra)	lb.	.17 - .18	
Aniline Salt	lb.	.26 - .28	
p-Anisidine	lb.	3.00 - 3.05	
Technical	lb.	1.65 - 1.70	
Anthraquinone Subl.	lb.	1.50 - 1.55	
25 p.c. paste	lb.	.90 - .95	
Bayer's Salt	lb.	— - 1.00	
Benzaldehyde, Tech.	lb.	.45 - .50	
Benzidine Base	lb.	.90 - .95	
Sulfate	lb.	.70 - .75	
Benzoyl chloride	lb.	— - 1.25	
Benzylchloride, redistilled	lb.	.30 - .32	
Tech.	lb.	.20 - .22	
Bromobenzene	lb.	.35 - .37	
Chlorobenzene	lb.	.10 - .14	
Chlorhydrin	lb.	— - 2.50	
Diaminophenol	lb.	5.50 - 5.60	
Dianisidine	lb.	4.75 - 5.00	
o-Dichlorobenzene	lb.	.15 - .17	
p-Dichlorobenzene	lb.	.15 - .20	
Dichlorobenzene, mixed	lb.	.06 - .071/	
Diethylaniline	lb.	1.00 - 1.10	
Dimethylaniline, drums ext.	lb.	.40 - .42	
Dimethylsulfate	lb.	.90 - 1.00	
Dinitrophenol	lb.	.45 - .46	
Dinitrobenzene	lb.	.21 - .25	
Dinitrochlorobenzene	lb.	.28 - .30	
Dinitronaphthalene	lb.	.33 - .35	
Dinitrotoluene	lb.	.25 - .27	
Diphenylamine	lb.	.60 - .65	
Diphenyloxide	lb.	— - .40	
Ethyl Bromide	lb.	.10 - .12	
Ethyl Chloride	lb.	.55 - .60	
"C" Salt	lb.	.70 - .72	
Hydrazobenzene	lb.	1.30 - 1.35	
Methyl Chloride	lb.	— - .60	
Mischer's Ketone	lb.	— - 4.00	
Monochlorobenzene	lb.	.10 - .12	
Monooethylaniline	lb.	1.00 - 1.05	
a-Naphthol, crude	lb.	1.00 - 1.15	
Refined	lb.	1.10 - 1.25	
a-Naphthol, distilled	lb.	.30 - .34	
a-Naphthylamine	lb.	.30 - .32	
b-Naphthylamine, tech.	lb.	— - 1.05	
Sublimed	lb.	1.50 - 1.60	
m-Nitroaniline	lb.	.85 - .90	
p-Nitroaniline	lb.	.77 - .82	
p-Nitroacetanilide	lb.	.60 - .65	
Nitrobenzene	lb.	.10 - .12	
o-Nitrochlorobenzene	lb.	.38 - .40	
p-Nitrochlorobenzene	lb.	.30 - .32	
Nitronaphthalene	lb.	.30 - .33	
p-Nitrophenol	lb.	.75 - .80	
o-Nitrophenol	lb.	.75 - .80	
m-Nitro-p-toluidine	lb.	2.60 - 2.75	
p-Nitro-o-toluidine	lb.	3.65 - 4.00	
p-Nitrosodimethylaniline	lb.	— - —	
Nitrotoluene-s, Mixed	lb.	.15 - .17	
o-Nitrotoluene	lb.	.15 - .20	
p-Nitrotoluene	lb.	.70 - .72	
p-Oxy-benzaldehyde	lb.	1.50 - 2.00	
p-Phenetidin	lb.	1.35 - 1.40	
p-Phenylenediamine	lb.	1.60 - 1.65	
m-Phenylenediamine	lb.	1.10 - 1.15	
Phenyl-a-Naphthylamine	lb.	— - 2.25	
Phosgene	lb.	— - .75	
Phthalic Anhydride	lb.	.38 - .40	
"R" Salt	lb.	.60 - .65	
Resorcinol Technical	lb.	1.50 - 1.55	
Sodium o-Chloro-p-toluenesulfonate	lb.	.25 - .30	
Metanilate	lb.	1.40 - 1.45	
Naphthionate	lb.	.70 - .75	
Picramate	lb.	.65 - .70	
p-toluene sulfonate	lb.	.08 - .10	

## DINITROBENZENE

THE temperature at which organic chemicals freeze or solidify from their liquid state is one of the best indications of their purity.

Our refined Dinitrobenzene has a minimum freezing point of 83.0°C. which shows it to be vastly superior to the cruder grades usually available. It is practically free from isomeric impurities and therefore unsurpassed for making meta-nitroaniline and meta-phenylenediamine.

If you wish, further details and a sample can accompany our quotation to cover your entire requirements.

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Dyestuffs Department,

WILMINGTON DELAWARE

8 Thomas St., New York, N. Y.



## Coal-Tar Dyes

Schaeffer's Salt	lb.	.70	— .75
Thiocarbamide	lb.	.40	— .45
p-Toluene Sulfonamide	lb.	.40	— .45
p-Toluene Sulfonchloride	lb.	.15	— .25
Tolidine	lb.	1.20	— 1.25
Sulfate	lb.	1.00	— 1.10
Tolidine, Mixed	lb.	.30	— .32
o-Toluidine	lb.	.20	— .22
p-Toluidine	lb.	1.25	— 1.28
m-Toluylenediamine	lb.	1.10	— 1.20
Triphenyl Phosphate	lb.	.75	— .80
Xyldine	lb.	.45	— .50

## Coal-Tar Dyes

**ACID COLORS:**

Black	lb.	.80	— 1.10
Blue	lb.	1.00	— 3.00
Brown	lb.	.80	— 1.25
Fuchsin	lb.	1.50	— 2.50
Green	lb.	1.75	— 3.00
Orange II	lb.	.50	— .65
Orange III	lb.	.80	— .85
Red	lb.	.85	— 3.50
Scarlet	lb.	.65	— 1.00
Violet	lb.	1.60	— 3.50
Azo Yellow	lb.	1.50	— 2.00
Azo Yellow, green shade	lb.	1.35	— 1.80
Brilliant Delphine B.S.	lb.	3.50	— 4.50
Erythrosin	lb.	7.50	— 8.00
Fast Light Yellow, 2-G.	lb.	3.00	— 3.50
Fast Red, 6B extra, con't.	lb.	1.15	— 1.20
Indigo, conc.	lb.	2.40	— 2.75
Indigo, paste	lb.	1.50	— 1.60
Naphthol Green	lb.	1.50	— 1.60
Naphthylamine Red	lb.	6.75	— 7.25
Orange, R. G.	lb.	.60	— 1.00
Patent Blue, Swiss Type	lb.	4.00	— 6.00
Ponceau	lb.	.80	— .90
Scarlet 2R	lb.	.65	— .75
Tartaric, Dom.	lb.	1.20	— 1.50
Uranine	lb.	8.00	— 10.00
Wool Green S	lb.	1.50	— 4.00

**DIRECT COLORS:**

Black	lb.	.60	— .75
Sky Blue, conc.	lb.	1.50	— 3.00
Sky Blue, SBX	lb.	—	— 2.00
Blus 2B	lb.	.60	— .80
Brown R.	lb.	.85	— 1.00
Brown G.	lb.	1.25	— 1.70
Bordeaux	lb.	1.75	— 2.00
Fas: Black	lb.	—	— .75
Fast Pink	lb.	3.50	— 4.00
Fast Red	lb.	2.35	— 3.50
Fast Yellow	lb.	1.50	— 2.00
Yellow	lb.	2.00	— 2.75
Violet con't.	lb.	1.10	— 2.00

Benzopurpurin, 10 B.	lb.	2.00	— 2.50
Benzopurpurin, 4 B.	lb.	1.10	— 1.20
Chrysophenin, Dom.	lb.	1.10	— 1.25
Congo Red 4B Type	lb.	.90	— 1.10
Diamine Sky Blue F. F.	lb.	2.50	— 4.00
Geranin	lb.	8.75	— 9.25
Oxamine Violet	lb.	7.00	— 8.00

**OIL COLORS:**

Black	lb.	.70	— 1.00
Blue	lb.	1.35	— 2.00
Orange	lb.	.95	— 1.00
Red III	lb.	1.65	— 2.00
Scarlet	lb.	1.00	— 1.75
Yellow	lb.	1.25	— 1.50
Nigrosine, Oil Sol.	lb.	.90	— .95

**SULFUR COLORS:**

Black	lb.	.20	— .25
Blue	lb.	.60	— 1.00
Brown	lb.	.35	— .60
Green	lb.	1.00	— 1.75
Yellow	lb.	.75	— 1.00

**CHROME COLORS:**

Alizarin Blue, bright	lb.	8.00	— 5.50
Alizarin, medium	lb.	4.50	— 5.00
Alizarin Brown, conc.	lb.	—	— 2.50
Alizarin Cyanine	lb.	10.00	— 12.00
Alizarin Orange	lb.	1.55	— 1.90

Alizarin Red, 20 p.c. Paste	lb.	.60	— 1.00
Alizarin Yellow G.	lb.	.85	— 1.00
Alizarin Yellow R.	lb.	1.25	— 1.25
Chrome Black, Dom.	lb.	.65	— 1.00
Chrome Blue	lb.	.75	— 2.00
Chrome Brown	lb.	.80	— 1.00
Chrome Green, Dom.	lb.	1.50	— 2.00
Chrome Red	lb.	1.75	— 2.00
Chrome Yellow	lb.	.65	— 1.00
Gallocyanin	lb.	2.30	— 2.60

**BASIC COLORS:**

Alkali Blue, conc.	lb.	4.50	— 5.00
Auramine O	lb.	1.80	— 2.35
Auramine OO	lb.	3.00	— 3.50
Bismarck Brown R.	lb.	.70	— .90
Bismarck Brown G.	lb.	1.00	— 1.25
Brilliant Green Crystals	lb.	3.50	— 4.00
Chrysoldin R	lb.	.75	— .90
Chrysoldin Y	lb.	.75	— .85
Crystal Violet	lb.	5.00	— 6.00
Emerald Green, Crystals	lb.	8.00	— 8.80
Indigo 20 p.c. paste	lb.	.45	— .50
Fuchsin Crystals, Dom.	lb.	3.00	— 3.40
Fuchsin Base	lb.	3.00	— 3.50
Malachite Green, Crystals	lb.	2.25	— 2.50
Malachite Green, Powd.	lb.	2.00	— 2.25
Methylene Blue, tech.	lb.	1.50	— 2.00
Methyl Violet, 3B.	lb.	1.75	— 2.00
Methyl Violet, 6B.	lb.	2.85	— 5.00
Nigrosine, spts. sol.	lb.	—	— .70
Nigrosine, water sol., blue	lb.	—	— .60
Phosphine G., Domestic	lb.	2.50	— 3.50
Rhodamine B. ex. con't.	lb.	8.50	— 10.00
Safranine	lb.	2.50	— 3.00
Victoria Blue B.	lb.	2.75	— 3.75
Victoria Blue, base, Dom.	lb.	5.40	— 6.50
Victoria Blue, crys.	lb.	5.00	— 5.50
Victoria Green	lb.	2.00	— 2.10
Victoria Red	lb.	7.00	— 8.00
Victoria Yellow	lb.	7.00	— 8.00
Violamine R & B.	lb.	4.00	— 5.00

**COAL TAR DISINFECTANTS**

Any size container from 5 oz. bottle to tank cars  
Phenol co-efficients 2-5-6-10-20

**CRESOL U.S.P. 1X**
**COMPOUND SOLUTION CRESOL  
U.S.P. 1X**
**CRESYLIC ACID 97/99% PALE**
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WORKS—NEWARK, N. J.

## Dyestuffs

### Natural Dyestuffs

Annatto, fine .....	lb.	.31	—	.32
Seed .....	lb.	.04	—	.05
Carmine No. 40.....	lb.	5.00	—	<b>.25</b>
Cochineal .....	lb.	.45	—	.50
Gambier, see tanning.				
Indigo, Bengal .....	lb.	—	—	<b>.25</b>
Oudes .....	lb.	1.90	—	<b>.20</b>
Guatemala .....	lb.	1.75	—	<b>.18</b>
Kurpahs .....	lb.	1.50	—	<b>.16</b>
Madras .....	lb.	.85	—	<b>.95</b>
Madder, Dutch .....	lb.	.25	—	<b>.27</b>
Nutgalls, blue Aleppo.....	lb.	.14	—	<b>.15</b>
Chinese .....	lb.	.16	—	<b>.17</b>
Quercitron Bark, see tanning.				
Turmeric, Madras .....	lb.	.06½	—	<b>.07½</b>
Aleppy .....	lb.	.06¼	—	<b>.07¼</b>

### Dyewoods

Barwood .....	lb.	.05½	—	<b>.06½</b>
Camwood, chips .....	lb.	.12	—	<b>.16</b>
Fustic, sticks .....	ton	37.00	—	<b>38.00</b>
Chips .....	lb.	.04	—	<b>.06</b>
Hypernic, chips .....	lb.	.06½	—	<b>.07</b>
Logwood Sticks .....	ton	30.00	—	<b>40.00</b>
Chips .....	lb.	.03	—	<b>.05</b>
Quercitron Bark, see tanning.				
Red Saunders .....	lb.	.18	—	<b>.20</b>

### Dye Extracts

Note: Range of prices on dye extracts includes quality range for large quantity.				
Archil, Double .....	lb.	.20	—	<b>.23</b>
Triple .....	lb.	.22	—	<b>.24</b>
Concentrated .....	lb.	.24	—	<b>.27</b>

Cutch, Mangrove, see Tanning.				
Rangoon, boxes .....	lb.	.15	—	<b>.18</b>
Liquid .....	lb.	.10	—	<b>.11</b>
Tablet .....	lb.	.18	—	<b>.14</b>
Cudbear, French .....	lb.	—	—	
English .....	lb.	.24	—	<b>.26</b>
Concentrated .....	lb.	—	—	
Flavine .....	lb.	.90	—	<b>1.25</b>
Fustic, Solid .....	lb.	.18	—	<b>.26</b>
Crystals .....	lb.	.24	—	<b>.26</b>
Liquid, 51 deg. ....	lb.	.11	—	<b>.15</b>
Gall .....	lb.	.23	—	<b>.25</b>
Hematine Extract 51 deg. ....	lb.	.11½	—	<b>.13½</b>
Crystals .....	lb.	.20	—	<b>.27</b>
Hypernic, Liquid, 51 deg. ....	lb.	.20	—	<b>.30</b>
Logwood, solid .....	lb.	.15	—	<b>.23</b>
51 deg., Twaddle .....	lb.	.08	—	<b>.13</b>
Sage Orange, Extract 42 deg. ....	lb.	.08	—	<b>.16</b>
Crystals .....	lb.	—	—	<b>.20</b>
Persian Berries .....	lb.	.40	—	<b>.42</b>
Juebracho, see tanning.				
Quercitron, 51 deg. ....	lb.	.07½	—	<b>.08½</b>
Powdered, 100 p.c. ....	lb.	.12	—	<b>.16</b>

### Miscellaneous Dyestuffs

Albumen, Egg, edible .....	lb.	—	—	<b>.75</b>
*Technical .....	lb.	—	—	<b>.65</b>
Blood, imported .....	lb.	—	—	<b>.50</b>
Domestic .....	lb.	.40	—	<b>.42</b>
Prussian blue .....	lb.	.45	—	<b>.50</b>
Soluble .....	lb.	.45	—	<b>.50</b>
Spray yolk .....	lb.	.35	—	<b>.45</b>
Turkey Red Oil .....	lb.	.09	—	<b>.11</b>
Yolk Oil .....	lb.	—	—	<b>.35</b>
Zinc Dust, prime heavy .....	lb.	.09½	—	<b>.11</b>
100-lb. tins .....	lb.	—	—	<b>.11</b>
520-lb. casks .....	lb.	—	—	<b>.10½</b>
Carload lots .....	lb.	—	—	<b>.09½</b>

### Dextrins and Starches

British Gum .....	per 100 lbs.	2.75	—	<b>3.03</b>
Dextrin, Corn, white or yellow .....	per 100 lbs.	2.45	—	<b>2.73</b>
Potato white or canary .....	lb.	.08½	—	<b>.09</b>
Sago Flour .....	lb.	.04	—	<b>.04½</b>
Starch, Powd. bags .....	100 lbs.	1.88	—	<b>2.16</b>
Pearl, bags .....	100 lbs.	1.78	—	<b>2.06</b>
Potato, Domestic .....	lb.	.05	—	<b>.05½</b>
Imported, duty paid .....	lb.	—	—	<b>.08</b>
Tapioca flour, high grade .....	lb.	.03½	—	<b>.04½</b>
Medium grade .....	lb.	.02½	—	<b>.03½</b>
Low grade .....	lb.	.02½	—	<b>.03</b>

### Tanning Woods

Algarobilla .....	ton	—	—	
Divi Divi .....	ton	42.00	—	<b>45.00</b>
Hemlock Bark .....	ton	16.00	—	<b>18.00</b>
Mangrove, African, 38 p.c. ....	ton	—	—	<b>35.00</b>
Bark, S. A. ....	ton	—	—	
Myrobalans, J1 .....	ton	—	—	<b>25.00</b>
J2 .....	ton	—	—	<b>20.00</b>
B1 .....	ton	—	—	<b>24.00</b>
B2 .....	ton	—	—	<b>19.00</b>
R2 .....	ton	—	—	<b>17.00</b>
Oak Bark .....	ton	20.00	—	<b>23.00</b>
Ground .....	ton	—	—	<b>25.00</b>
Quercitron Bark rough .....	ton	—	—	<b>10.00</b>
Ground .....	ton	20.00	—	<b>25.00</b>
Sumac, Sicily, 28 p.c. ....	ton	63.00	—	<b>64.00</b>
Virginia, 25 p.c. ....	ton	60.00	—	<b>65.00</b>
Valonia Cups 28-33 p.c. ....	ton	31.00	—	<b>35.00</b>
Beard, 40 p.c. ....	ton	—	—	<b>43.00</b>
Wattle Bark .....	ton	—	—	<b>40.00</b>

## THE CLEVELAND-CLIFFS IRON CO. KIRBY BUILDING, CLEVELAND, O.

### PRODUCERS OF

Wood Alcohol  
Acetic Acid  
Formaldehyde  
Pure Acetone

Methyl Acetone  
Sulphuric Acid  
Sodium Acetate  
Iron Liquor

### DISTRIBUTING POINTS

Cleveland  
New York  
Cincinnati

Boston  
Newark  
Brooklyn

Marquette  
Antrim  
Chicago

Detroit  
Minneapolis  
Gladstone

## Fixed Oils

### Tanning Extracts

Chestnut, clarified, 25 p.c. tan,	
tanks, f.o.b. wks.....lb.	.02 — .034
Powdered, 60 p.c. ....lb.	.034 — .06
Decolorized .....lb.	.09 — .09%
Gambler, 25 p.c. tan liq. ....lb.	.07% — .08%
Common .....lb.	.054 — .06
Cubes, Singapore .....lb.	.08 — .08%
Hemlock, 25 p.c. tan works. ....lb.	.04% — .04%
Larch, 25 p.c. tan. ....lb.	.044 — .04%
Crystals, 50 p.c. tan.....lb.	.08 — .08%
Mangrove, 50 p.c. tan.....lb.	.04% — .05
Myrobalans, liq., 25 p.c.tan....lb.	.054 — .06%
Solid, 50 p.c. tan.....lb.	.09 — .09%
Oak Bark, liquid, 23-25 p.c.tan....lb.	.05 — .05%
Tanks .....lb.	.04% — .04%
Quebracho, liquid, 35 p.c. tks....lb.	.03% — .034
Barrels .....lb.	.04 — .04%
35 p.c. tan, bleaching.....lb.	.04% — .05
Solid, 65 p.c. tan ordinary....lb.	.04% — .04%
Clarified .....lb.	.05 — .05%
Spruce, liquid, 25 p.c. tan, works, tanks .....lb.	.01% — .014
Powd., 50 p.c. tan.....lb.	.02 — .02%
Sumac, liquid .....lb.	.07% — .09

### Animal and Fish Oils

(Carloads)	
Cod Newfoundland .....gal.	.42 — .44
Tanks .....lb.	.41
Domestic, prime .....gal.	— —
Degras American .....lb.	.03% — .034
English .....lb.	.034 — .04
Neutral .....lb.	.08 — .12

Herring .....gal.	.30 — .32
Horse .....lb.	.05 — .05%
Lard prime .....gal.	— — .97
Off prime .....gal.	— — .87
No. 1 .....gal.	— — .67
Extra, No. 1 .....gal.	— — .72
No. 2 .....gal.	— — .65
Menhaden, Light strained .....gal.	— — .41
Yellow, bleached .....gal.	— — .43
Extra, bleached, winter .....gal.	— — .45
Blown .....gal.	— — .52
Crude, f.o.b. works, bbls....gal.	.33 — .35
Tanks, wks. .....gal.	— — .32
Neatsfoot, 20 deg. .....gal.	— — 1.25
30 deg., cold test. ....gal.	— — 1.00
Pure .....gal.	— — .92
Oleo Oil, No. 1 .....lb.	— — .11%
No. 2 .....lb.	— — .10%
*No. 3 .....lb.	— — .09%
Red Distilled .....lb.	.07% — .07%
Saponified .....lb.	.07% — .07%
Salmon, tanks, Coast .....gal.	— — .35
Sod .....gal.	.44 — .46
Sperm bleached winter	
38 deg., cold test. ....gal.	— — 1.70
45 deg., cold test. ....gal.	— — 1.65
Stearic Acid, single pressed....lb.	.09 — .09%
Double pressed .....lb.	.09% — .10
Triple pressed .....lb.	.10% — .11
Tallow acidless .....gal.	— — .82
Whale, natural winter .....gal.	— — .60
Bleached, winter .....gal.	— — .65
Crude, No. 1 tanks, Coast....lb.	.04% — .04%
No. 2 .....lb.	.03% — .04%

### Greases, Lards, Tallow

(New York Markets)	
Grease, Choice White.....lb.	.07% — .07%
Yellow .....lb.	.04% — .05
Brown .....lb.	— — .04
House .....lb.	.04% — .05
Bone Naphtha .....lb.	.04% — .04%

Lard City, Steam .....lb.	.09% — .09%
Compound .....lb.	.10% — .10%
Stearine, lard .....lb.	— — .12%
Oleo .....lb.	.07% — .07%
Tallow, edible .....lb.	.07% — .08
City, Special, loose .....lb.	.06 — .06%

(Chicago Markets)

Tallow, edible .....lb.	.07 — .07%
City Fancy .....lb.	.06% — .07%
Prime Packers .....lb.	.06% — .06%
Grease, Choice White .....lb.	.05% — .05%
"B" White .....lb.	.05% — .05%
Yellow .....lb.	.04% — .04%
Brown .....lb.	.04% — .04%
Bone .....lb.	.03% — .03%
House .....lb.	.04% — .04%
Stearine, prime Oleo .....lb.	.07% — .07%
Lard .....lb.	.08% — .00

### Vegetable! Oils

Castor, No. 1 bbls. ....lb.	— — .11%
Cases .....lb.	— — .12%
No. 3 .....lb.	.10% — .10%
China Wood Oil, bbls. ....lb.	.14 — .14%
*Coast, bbls. ....lb.	— — —
Orient to N. Y., bbls. ....lb.	.11% — .12
Coconut Dom, Ceylon, bbls....lb.	.09 — .09%
*Tanks, Spot .....lb.	— — —
Cochin, bbls., Dom. ....lb.	.10 — .10%
*Tanks .....lb.	— — —
Manila, tanks, coast. ....lb.	.07% — .08
Edible .....lb.	.11 — .11%
Copra, c.i.f., N. Y. ....lb.	.04% — .04%
Corn, refined, bbls. ....lb.	.07% — .07%
Crude Tanks Shipping pt....lb.	.07% — .06
Barrels .....lb.	.08% — .08%
Crude, bbls., N. Y. ....lb.	.09 — .09%
Cottonseed, Crude, f.o.b. mills In buyers' tanks .....lb.	.07 — .07%
Prima Summer, Yel. bbls....lb.	.08% — .09%
*White .....lb.	— — .10%
Winter, yellow .....lb.	.10% — .10%
*Nominal	



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TORONTO MONTREAL

## Naval Stores and Fertilizers

Linseed, raw car lots.....gal.	— .67
10 barrel lots .....gal.	— .70
Boiled, 5-bbl. lots.....gal.	— .72
Double boiled .....gal.	— .73
Raw tanks .....gal.	— .62
English, Shipments. bbls.gal.	.60 — .60½
Olive, denatured .....gal.	1.15 — 1.20
Edible .....gal.	1.60 — 2.00
Foots .....lb.	.08½ — .08¾
Shipment .....lb.	.08 — .08¼
Palm, Lagos, casks .....lb.	.07½ — .07½
Bonny Old Calabar .....lb.	.06½ — .06½
Niger .....lb.	.06½ — .06½
Palm Kernel, domestic.....lb.	.08 — .08½
Imported .....lb.	.08½ — .08¾
Peanut Oil, refined.....lb.	.11 — .11½
Crude, f.o.b. mills tanks.....lb.	.08 — .08½
*Oriental, coast, tanks.....lb.	.08 — .08½
*Crude, Bbls., spot.....lb.	— — .09½
Perilla, c.i.f., N. Y. ....lb.	— — .09½
Bbls., N. Y. ....lb.	.10½ — .10¾
Poppy Seed .....gal.	2.50 — 3.00
Rapeseed, ref'd bbls. ....lb.	.82 — .84
Tanks Coast .....lb.	— —
Blown, bbls., 8 lbs. ....gal.	.95 — 1.00
Sesame, domestic, edible.....gal.	1.20 — 1.25
*Imported .....lb.	— —
Soya Bean, tanks Coast, Dec. ....lb.	— — .07½
New York, bbls., crude....lb.	.09 — .09½
Edible .....lb.	.10½ — .10¾
Walnut, Crude .....lb.	.30 — .30½

## OIL CAKE AND MEAL

Cottonseed Cake, f.o.b. Texas..	— — —
f.o.b. New Orleans.....	— — —
Cottonseed, Meal, f.o.b. Atlanta	— — 37.00
Columbia .....	— — —
New Orleans .....	ton
Corn Cake .....	short ton
Meal Chicago .....	short ton
Linseed cake, dom. ....short ton	42.00 — 43.00
Linseed Meal .....	short ton
Nominal	— — —

## Naval Stores

## (Carloads ex-dock)

Spirits Turpentine, in bbls.gal.	— — .81
Wood Turpentine, steam distilled, bbls. ....gal.	— — —
Dest active distilled, bbls.gal.	— — —
Pitch Prime .....bbl.	— — 6.00
rosins, lb.	— — —
D .....lb.	— — 5.30
E .....lb.	— — 5.40
F .....lb.	— — 5.40
G .....lb.	— — 5.40
H .....lb.	— — 5.40
I .....lb.	— — 5.45
K .....lb.	— — 6.15
M .....lb.	— — 6.30
N .....lb.	— — 6.80
WG .....lb.	— — 7.00
WW .....lb.	— — 7.40
Rosin Oil, first run.....gal.	.36 — .37
Second run .....gal.	.38 — .39
Tar, kiln-burnt .....bbl.	— — 9.50
Retort .....bbl.	— — 9.50

## Fertilizer Materials

Ammon. Sulf. bulk.....100 lbs.	2.25 — 2.30
Double bgs., f.a.s., N.Y. 100 lbs.	2.60 — 2.75
Blood, dried, f.o.b. N.Y. ....unit	— — 3.50
Bone, 3 and 50, ground, raw. ton	30.00 — 32.00
Cyanamide wks. ....unit	— — 2.25
Fish Scrap, dom., dried, f.o.b. works	— — 3.25 & .10
Nitrate Soda .....	100 lbs. 2.25 — 2.40
Tankage, high-grade, f.o.b. Chicago	— — unit 3.00 & .10
Ground, N. Y. ....unit	3.00 & .10

## Phosphate Rock—F.o.b. Mines

Florida pebble, 68-72%.....ton	5.00 — 7.50
Tennessee, 78-80 p.c. ....ton	8.00 — 9.00
Potassium muriate, 80 p.c. ....unit	.75 — .80
Sulfate .....unit	— — 1.00
Steamed Bone Meal, N.Y. ....ton	— — 28.00

## Metals

Aluminum 98-99% Virgin.....cwt.	17.00 — 18.00
98-99% Remelted .....cwt.	— — —
Antimony, Jap. & Chinese.....cwt.	4.55 — 4.75
Bismuth, (See Fine Chemical Prices)	
Cadmium .....lb.	1.40 — 1.50
Cobalt .....lb.	— — 3.00
Copper prime Lake .....cwt.	13.75 — 13.87½
Electrolytic .....cwt.	— — 13.87½
Casting .....cwt.	— — 13.00
Graphite, crude, Amorphous. ton	16.50 — 15.00
Flake .....lb.	.05 — .07½
Iridium .....oz.	— — 160.00
Lead, N. Y. ....cwt.	4.70 — 4.80
Magnesium, 99 p.c. ....lb.	— — 1.65
Manganese ore .....unit	.22 — .25
Mercury .....flask	— — 47.00
Nickel Ingot .....cwt.	— — 41.00
Shot .....cwt.	— — 43.00
Electrolytic .....cwt.	— — 45.00
Palladium .....oz.	51.00 — 55.00
Platinum, pure .....oz.	— — 78.00
Silver .....oz.	— — 99½
Foreign .....oz.	— — .65½
Tin Straits .....cwt.	— — 32.00
Banca .....cwt.	— — —
American, pure .....cwt.	— — 32.00
99 p.c. pure .....cwt.	— — 31.75
Tungsten, ore per short ton unit	
Wolframite, Chinese .....ton	2.00 — 2.50
Bolivian .....ton	2.50 — 3.00
Scheelite, Amer. ....ton	— —
Japanese .....ton	2.50 — 2.75
Zinc (Spelter) Shipment.....cwt.	— —
Spot .....cwt.	— — 5.25

FOR PROMPT AND FUTURE DELIVERY

**Caustic Potash**  
**Permanganate of Potash**  
**Sal Ammoniac**  
**Wood Flour**

**A. KLIPSTEIN & COMPANY**  
 644-652 GREENWICH STREET  
 NEW YORK CITY

## Crude Drugs

Crude Drugs		BALSAMS	
<b>MISCELLANEOUS</b>			
Agar Agar, No. 1.....	lb. — — .70	Hops, N. Y., prime.....	lb. .25 — .30
No. 2 .....	lb. .60 — .65	Pacific Coast, prime.....	lb. .25 — .30
No. 3 .....	lb. .45 — .48	Isinglass, American (see Agar Agar)	
Agaric, white .....	lb. — — 1.35	Russian .....	lb. — — 10.00
Almonds, bitter .....	lb. — — .40	Kamala .....	lb. — — 3.50
Sweet .....	lb. — — .35	Kola Nuts, West Indies.....	lb. .04 — .05
Meal .....	lb. — — .35	Leeches .....	C. — — 8.00
Ambregris, black .....	oz. — — 8.00	Lime Juice, clarified.....	gal. .55 — .70
Grey .....	oz. — — 25.00	Lupulin .....	lb. — — 1.25
Areca Nuts .....	lb. .08 — .085	Lycopodium .....	lb. 1.40 — 1.50
Powdered .....	lb. — — .12	Manna, large flake.....	lb. — — .85
Balm of Gilead Buds.....	lb. .60 — .65	Small flake .....	lb. .50 — .55
Burgundy Pitch, Dom.....	lb. — — .05	Moss, Iceland .....	lb. — — .09
Cantharides, Chinese .....	lb. .90 — .95	Irish, Bleached .....	lb. — — .10
Powdered .....	lb. 1.05 — 1.10	Musk, pods, Cabardine.....	oz. 16.00 — 17.00
Russian, whole .....	lb. — — 2.50	Tonquin .....	oz. 18.00 — 20.00
Powdered .....	lb. — — 2.60	Grain, Cab. .....	oz. 25.00 — 27.00
Cascara Amarga .....	lb. — — .50	Tonquin .....	oz. 33.00 — 35.00
Castoreum .....	lb. 4.00 — 4.25	Synthetic, See Aromatic Chemicals	
Charcoal Willow, powdered.....	lb. .06 — .07	Nutmegs, Chinese .....	lb. .16 — .17
Wood, powdered .....	lb. .04 — .045	Aleppy .....	lb. .13 — .14
Civet .....	oz. 2.75 — 2.80	Nux Vomica, whole .....	lb. .10 — .11
Cochineal, U.S.P. ....	lb. .45 — .48	Powdered .....	lb. .15 — .16
Coccygynia, Apples .....	lb. .30 — .32	Quassia Chips .....	lb. — — .09
Pulp, U.S.P. ....	lb. .30 — .32	Sandalwood, Chips .....	lb. — — .35
Spanish Apples .....	lb. .35 — .38	Ground .....	lb. — — .40
Cuttlefish Bone, Trieste.....	lb. .18 — .20	Scammony, resin .....	lb. — — 1.25
Jewelers, large .....	lb. — — .75	Spermaceti, blocks .....	lb. .30 — .31
Small .....	lb. — — .75	Storax, liquid, tech.....	lb. — — 1.25
French .....	lb. .18 — .20	Gen., U.S.P. ....	lb. — — 1.30
Dragon's Blood, Mass.....	lb. .30 — .45	Tamarinds, bbls. ....	lb. .03½ — .04
Reeds .....	lb. .70 — .72	Kegs .....	per keg — — 3.00
Ergot, Russian .....	lb. — — —	Tar, Barbadoes .....	gal. 1.25 — 1.40
Spanish .....	lb. 1.05 — 1.10	Turpentine, Venice, True.....	lb. .60 — .65
Grains of Paradise .....	lb. .12 — .13	Artificial .....	lb. .09 — .11
Guarana .....	lb. — — .80	Spirits, See Naval Stores	
Honey Calif. ....	lb. — — .11	*Nominal	

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Ammonium Phosphate

## EPSOM SALTS

Technical

U.S.P.

DECEMBER 14, 1921]

## DRUG &amp; CHEMICAL MARKETS

1277

## Crude Drugs

Orange Peel, bitter	lb.	.06	—	.07
Sweet	lb.	.05	—	.05½
Prickly Ash, Southern	lb.	.15	—	.16
Northern	lb.	.15	—	.16
Pomegranate of Root	lb.	.17	—	.18
of Fruit	lb.	.17	—	.18
Sassafras, ordinary	lb.	.14	—	.15
Select	lb.	—	—	.25
Simaruba	lb.	—	—	.15
Soap whole	lb.	—	—	.07
Cut	lb.	.09	—	.10
Crushed	lb.	.09	—	.10
Wahoo of Root	lb.	—	—	.60
of Tree	lb.	.25	—	.26
Willow, Black	lb.	—	—	.06
White	lb.	—	—	.15
White Pine Rosed	lb.	—	—	.06
White Poplar	lb.	—	—	.04
Wild Cherry—				
Thin Green Rosed	lb.	.16	—	.18
Thick Rosed	lb.	.10	—	.12
Thin Natural	lb.	.09	—	.10
Thick Natural	lb.	.06	—	.07
Witch Hazel	lb.	—	—	.08

## BEANS

Calabar	lb.	.18	—	.20
Cassia Fistula	lb.	—	—	.03½
Castor	lb.	—	—	.22
St. Ignatius	lb.	—	—	.22
St. John's Bread	lb.	.06	—	.09
Tonka, Angostura	lb.	—	—	1.25
Para	lb.	.80	—	.90
Surinam	lb.	.85	—	.95
Vanilla, Mexican, whole	lb.	6.00	—	6.50
Cuts	lb.	4.50	—	5.00
Bourbon	lb.	2.50	—	2.60
South American	lb.	4.00	—	4.25
Tahiti, Yellow Label	lb.	1.85	—	2.00
Green Label	lb.	1.85	—	2.00

BERRIES				
Cubeb, ordinary	lb.	.90	—	1.00
XX	lb.	1.00	—	1.10
Powdered	lb.	.90	—	1.00
Fish	lb.	.06½	—	.07
Horse, Nettle, dry	lb.	.35	—	.40
Juniper	lb.	—	—	.04
Laurel	lb.	—	—	.08
Poke	lb.	—	—	.18
Prickly Ash	lb.	.11	—	.12
Raspberries, dried	lb.	.35	—	.40
Saw Palmetto	lb.	.13	—	.14
Sloe	lb.	.14	—	.15

## FLOWERS

Arnica	lb.	.11	—	.12
Borage	lb.	—	—	.28
Calendula Petals, Imp.	lb.	—	—	.50
Chamomile, Hungarian	lb.	.21	—	.24
Roman	lb.	—	—	—
Clover Tops	lb.	.10	—	.11
Dogwood	lb.	.15	—	.16
Elder	lb.	.25	—	.30
Insect, open whole	lb.	.25	—	.28
Closed whole	lb.	—	—	—
Powder, Pure	lb.	.36	—	.38
Flowers and stems, 50 p.c.lb.	lb.	—	—	.25
Kousso	lb.	—	—	—
Lavender	lb.	.27	—	.40
Linden, with Leaves	lb.	.12	—	.13
Without Leaves	lb.	.22	—	.23
Malva, blue	lb.	—	—	.38
Black	lb.	—	—	1.00
Mullein	lb.	—	—	.75
Orange	lb.	—	—	.50
Peony, red	lb.	—	—	.46
Poppy, red	lb.	—	—	.50
Saffron, American	lb.	1.20	—	1.25
Valencia	lb.	14.50	—	15.00
Violet	lb.	—	—	.70
Tilia (see Linden)	lb.	—	—	—

\*Nominal

GUMS				
Aloes, Barbados	lb.	—	—	.50
Cape	lb.	.08	—	.09
Curacao, cases	lb.	.06½	—	.07
Socotrine, whole	lb.	—	—	.40
Ammoniac, tears	lb.	—	—	1.60
Arabic, firsts	lb.	.26	—	.27
Seconds	lb.	.22	—	.23
Sorts Amber	lb.	.10	—	.10%
Powdered, U.S.P.	lb.	.19	—	.22
Asafetida, whole, U.S.P.	lb.	.30	—	.33
Powdered	lb.	.60	—	.65
Benzoin, Slam	lb.	—	—	1.50
Sumatra	lb.	.25	—	.27
Camphor, ref., See Fine chem. list				
Catechu	lb.	—	—	.10
Chicle	lb.	.75	—	.80
Damar	lb.	.20	—	.21
Euphorbium	lb.	—	—	.35
Powdered	lb.	—	—	.55
Galbanum	lb.	1.20	—	1.25
Gambier	lb.	.07	—	.07½
Gamboge	lb.	—	—	1.00
Guaiac	lb.	.38	—	.40
Karaya, Powdered	lb.	.18	—	.20
Kino	lb.	—	—	.50
Mastic	lb.	—	—	.55
Myrrh, Select	lb.	.43	—	.44
Sorts	lb.	.40	—	.42
Olibanum, siftings	lb.	.10½	—	.11
Tears	lb.	.15	—	.16
Opium, See fine chem. list				
Sandarac	lb.	.27	—	.30
Scammony Resin	lb.	—	—	1.46
Senegal, pickled	lb.	.16	—	.17
Spruce	lb.	—	—	1.00
Storax, Tech. cases, See Misc' Drugs	lb.	.04½	—	.05
Thus	lb.	—	—	—
Tragacanth, Aleppo first	lb.	2.85	—	2.90
No. 2 to No. 6	lb.	1.00	—	8.00
Powdered	lb.	1.25	—	1.75
Turkish	lb.	1.00	—	2.20

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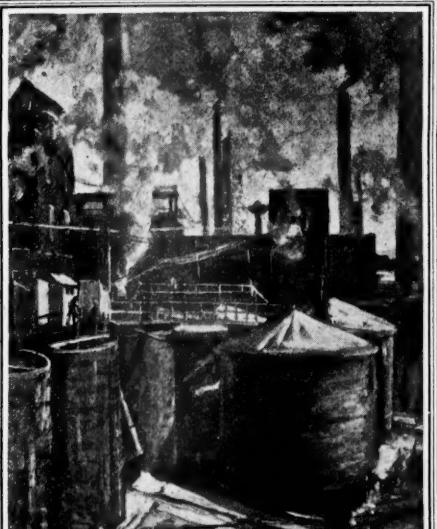
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Second Orange	.lb. — — .70	Lobelia	.lb. .14 — .15	Alkanet	.lb. — — .14
T. N.	.lb. .66 — .68	Matico	.lb. — — .20	Althea, cut	.lb. .10 — .11
Ground reg.	.lb. — — .70	Marjorana, German	.lb. .21 — .21	Whole	.lb. .08 — .09
Regular bleached	.lb. — — .75	French	.lb. .12½ — .14½	Angelica American	.lb. — — .19
Bone Dry	.lb. — — .77	Motherwort Herb	.lb. — — .14	Arnica	.lb. — — .50
LEAVES AND HERBS					
Aconite	.lb. .28 — .30	Pennyroyal	.lb. .08 — .12	Arrowroot, American	.lb. — — .08
Balmy	.lb. .15 — .16	Peppermint, American	.lb. .14 — .20	Bermuda	.lb. — — —
Belladonna	.lb. .14 — .15	Pichi	.lb. .10 — .11	St. Vincent	.lb. .04 — .04½
Boneset, leaves and tops	.lb. — — .09	Prince's Pine	.lb. — — .16	Bamboo Brier	.lb. — — .06
Buchu, short	.lb. 1.20 — 1.25	Plantain	.lb. — — .15	Bearsfoot	.lb. — — .06
Long	.lb. — — 1.10	Pulsatilla	.lb. — — .60	Belladonna	.lb. .14 — .15
Cannabis, true, imported	.lb. — — —	Queen of the Meadow	.lb. — — .07	Berberis Aquifolium	.lb. .18 — .20
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Catnip	.lb. .10 — .15	Rue	.lb. .25 — .30	Blueflag	.lb. .30 — .32
Chestnut	.lb. — — .06	Sage, Dalmatian	.lb. .03 — .06	Bryonia	.lb. .10 — .12
Chiretta	.lb. — — .22	Greek	.lb. .03 — .04½	Burdock	.lb. .11 — .12
Coca, Huanuco	.lb. — — —	Spanish	.lb. .04½ — .05	Calamus, bleached	.lb. — — .35
Truxillo	.lb. — — .50	Savory	.lb. .10 — .12	Unbleached, natural	.lb. — — .12
Coltsfoot	.lb. — — .08	Senna, Alexandria, whole	.lb. .58 — .60	Cohosh, black	.lb. .08 — .09
Corn Silk	.lb. — — .06	Half Leaf	.lb. .20 — .22	Blue	.lb. .08 — .10
Damiana	.lb. .10 — .11	Siftings	.lb. .10 — .11	Cochleicum	.lb. .15 — .17
Deer Tongue	.lb. — — .09	Powdered	.lb. .15 — .18	Colombo, whole	.lb. .02 — .04
Digitalis	.lb. .10 — .12	Tinnevelly, Jobbing	.lb. .14 — .16	Comfrey	.lb. .30 — .32
Eucalyptus	.lb. — — .06	Grinding	.lb. .06 — .09	Culver's	.lb. .15 — .16
Euphorbia Milifera	.lb. .11 — .12	Pods	.lb. .07½ — .09	Cranesbill	.lb. .12 — .14
Grindelia Robusta	.lb. — — .10	Powdered	.lb. .08 — .10	Dandelion, Imported	.lb. .08½ — .09
Henbane	.lb. .22 — .24	Sideritis, cut	.lb. — — .22	Doggrass, U.S.P., cut	.lb. .12 — .13
Henna	.lb. .18 — .20	Skullcap, Western	.lb. — — .20	Echinacea	.lb. — — .35
Horehound	.lb. .09 — .10	Spearmint, American	.lb. — — .20	Elecampane	.lb. — — .11
Jaborandi	.lb. .34 — .36	Squaw Vine	.lb. .15 — .16	Galangal	.lb. — — .10
		Stramonium	.lb. .14 — .15	Gelsemium	.lb. .14 — .15
		Tansy	.lb. .16 — .18	Gentian	.lb. .07½ — .08
		Thyme Spanish	.lb. .06½ — .07	"Nominal"	
		French	.lb. .09 — .09½		
		Uva Ursi	.lb. .04 — .04½		
		Witch Hazel	.lb. — — .10		
		Wormwood, imported	.lb. .15 — .16		
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Northwestern wild .....	lb.	6.00	— 8.00	Snake, Canada natural .....	lb.	.30	— .35
Southern wild .....	lb.	5.00	— 7.00	Stripped .....	lb.	—	.50
Gold Seal .....	lb.	—	— 3.25	Spikenard .....	lb.	.19	— .20
Powdered .....	lb.	3.95	— 4.00	Squill, white .....	lb.	.05	— .06
Hellebore, Black, Imported .....	lb.	—	— .35	Stillingia .....	lb.	.09	— .10
White .....	lb.	—	— .15	Stone .....	lb.	—	— .10
Powdered .....	lb.	—	— .16	Turmeric, Madras .....	lb.	.06	— .06½
Helonias (Unicorn false) .....	lb.	—	— .48	Aleppy .....	lb.	.06	— .06½
Ipecac Cartagena .....	lb.	1.35	— 1.40	China .....	lb.	.06	— .06½
Powdered .....	lb.	1.60	— 1.65	Unicorn false, See Helonias True, See Aletris			
Rio whole .....	lb.	1.35	— 1.40	Valerian, Belgian .....	lb.	.11	— .12
Powdered .....	lb.	1.60	— 1.65	Yellow Dock .....	lb.	—	— .15
Jalap, whole .....	lb.	.13	— .16	Yellow Parilla .....	lb.	—	— .30
Powdered, U.S.P. ....	lb.	.23	— .25	<b>SEEDS</b>			
Kava Kava .....	lb.	—	— .17	Anise, Levant .....	lb.	—	— .21
Lady Slipper .....	lb.	—	— .75	Star .....	lb.	—	— .15
Licorice, "Russian, cut" .....	lb.	.06	— .07	Spanish .....	lb.	—	— .15
Spanish natural bales .....	lb.	.21	— .28	Annatto .....	lb.	.03	— .03½
Selected .....	lb.	.12	— .18	Canary, Morocco .....	lb.	—	— .08½
Powdered .....	lb.	.11	— .12	South American .....	lb.	.03	— .03½
Lovage .....	lb.	.40	— .45	Caraway, African .....	lb.	.07	— .07½
Manaca .....	lb.	—	— .20	Dutch .....	lb.	—	— .06½
Mandrake .....	lb.	.11	— .12	Cardamom, bleached .....	lb.	.85	— 1.13
Musk, Russian .....	lb.	—		Decorticated .....	lb.	.38	— .40
Orris, Florentine bold .....	lb.	.08½	— .09	Celery .....	lb.	.13	— .13½
Verona .....	lb.	.07	— .08	Colchicum .....	lb.	.20	— .22
Powdered .....	lb.	.08	— .11	Coriander, Bombay .....	lb.	—	
Fingers .....	lb.	.80	— 1.00	Morocco Unbleached .....	lb.	.05½	— .06
Parlerla Brava .....	lb.	—	— .23	Bleached .....	lb.	—	— .08½
Pellitory .....	lb.	—	— .08	Cumin, Levant .....	lb.	—	
Pink true .....	lb.	—	— .85	Morocco .....	lb.	.09½	— .10
Pleurisy .....	lb.	—	— .19	Dill .....	lb.	.06	— .06½
Poke .....	lb.	.07	— .07½	Fennel, French .....	lb.	—	— .08
Rhatany .....	lb.	.10	— .11	German .....	lb.	—	— .09
Rhubarb				Flax, whole .....	per bbls.	—	— 11 25
High Dried .....	lb.	—	— .45	Ground .....	lb.	.05½	— .06
Powdered .....	lb.	—	— .50				
Sarsaparilla, Honduras .....	lb.	.45	— .50	<b>SPICES</b>			
Mexican .....	lb.	.42	— .45	Cassia Buds .....	lb.	—	— .12
Scammony Root .....	lb.	—	— .05½	China, Selected, mats .....	lb.	.07	— .07½
			*Nominal	Saigon, assortment .....	lb.	.24	— .26
				Cinnamon, Ceylon .....	lb.	.14	— .18

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Fancy Bold .....	lb.	.40	— .42
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Cochin lemon .....	lb.	.13	— .14
Mace, Siaw .....	lb.	.37	— .38
Banda, No. 1 .....	lb.	.35	— .36
Batavia .....	lb.	.28	— .30
Nutmegs, 110s .....	lb.	.17½	— .18
75s-80s .....	lb.	.22	— .23
Pepper, Black Sing .....	lb.	.08	— .08½
White .....	lb.	.13½	— .14
Peppers, Red, Mombasa .....	lb.	.31½	— .32
Cherries .....	lb.	.20	— .21
Bombay .....	lb.	.19	— .20
Japan .....	lb.	.38	— .39
Pimento, Select .....	lb.	—	— .04

## WAXES

Bayberry .....	lb.	.20	— .21
Bees, white .....	lb.	.33	— .35
Yellow, clean .....	lb.	.15½	— .17
Crude .....	lb.	.12½	— .13
Candelilla .....	lb.	.25	— .27
Carnauba, Flor. ....	lb.	.55	— .56
No. 1, North Country .....	lb.	.45	— .46
No. 2, North Country .....	lb.	—	— .26
No. 3, Fatty Gray .....	lb.	—	— .15
No. 3, Chalky .....	lb.	—	— .15
Ceresin, Yellow .....	lb.	.07½	— .08
White .....	lb.	.08½	— .10
Japan .....	lb.	.20	— .21
Montan, crude .....	lb.	—	— .05
*Bleached .....	lb.	—	—
Ozokerite, brown .....	lb.	—	— .20
Green .....	lb.	.22	— .24
Refined, yellow .....	lb.	—	—
Paraffin, ref'd 128-130 deg.m.p. ....	lb.	.06	— .07
Ref'd 118-120 deg. ....	lb.	.04½	— .06
Stearic Acid, See Animal Oils .....	lb.	—	—
*Nominal .....	lb.	—	—

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Almond, Bitter, U.S.P. ....	lb.	5.25	— 6.75
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Amber, Crude .....	lb.	1.00	— 1.05
Rectified .....	lb.	1.40	— 1.50
Anise Technical .....	lb.	.57½	— .60
U. S. P. ....	lb.	.65	— .70
Bank .....	gal.	—	.35
Bay .....	lb.	2.25	— 2.35
Bergamot .....	lb.	5.00	— 5.25
Artificial .....	lb.	—	— 3.00
Birch Tar, Rect. ....	lb.	—	— 2.75
Crude .....	lb.	—	— 1.85
Bois de Rose .....	lb.	3.25	— 3.50
Cade .....	lb.	.65	— .75
Cajuput, Native .....	lb.	.65	— .70
U.S.P. ....	lb.	.75	— .80
Camphor, by-product .....	lb.	.09	— .10
Japanese white .....	lb.	.21	— .22
Cananga, Native .....	lb.	3.00	— 3.10
Rectified .....	lb.	4.00	— 4.25
Caraway, Rectified .....	lb.	—	— 1.60
Crude .....	lb.	—	— 1.40
Cassia Technical .....	lb.	1.25	— 1.30
Lead, Free .....	lb.	1.35	— 1.40
Redistilled, U.S.P. ....	lb.	1.65	— 1.70
Cedar Leaf .....	lb.	.80	— .82
Cedar Wood, light .....	lb.	.35	— .36
Cinnamon, Ceylon, heavy .....	lb.	15.00	— 16.00
Leaf .....	lb.	2.00	— 2.10
Citronella, Ceylon .....	lb.	.40	— .42
Java .....	lb.	.75	— .80
Cloves, cans .....	lb.	2.35	— 2.40
Bottles .....	lb.	2.45	— 2.50
Copaiba, U.S.P. ....	lb.	.60	— .65
Coriander, U.S.P. ....	lb.	9.00	— 9.50
Croton .....	lb.	—	— 1.10
Cubeb, U.S.P. ....	lb.	6.50	— 6.75
Cumin .....	lb.	—	— 5.00
Dill .....	lb.	—	— 4.50
Erigeron .....	lb.	1.75	— 2.00
Eucalyptus, Austrian, U.S.P. ....	lb.	.45	— .50
Fennel, sweet, U.S.P. ....	lb.	1.70	— 1.80
Geranium, Rose, Algerian .....	lb.	5.00	— 6.50
Bourbon (Reunion) .....	lb.	4.50	— 5.00
Turkish .....	lb.	3.75	— 4.00
Ginger .....	lb.	—	— 6.75
Gingergrass .....	lb.	—	— 2.75
Hemlock .....	lb.	—	— .75
Juniper Berries, rect. ....	lb.	1.70	— 1.75
Wood .....	lb.	.50	— .60
Lavender Flowers, U.S.P. ....	lb.	3.25	— 3.50
Spice, Spanish .....	lb.	1.00	— 1.05
Lemon, U.S.P. ....	lb.	.67½	— .75
Lemongrass, Native .....	lb.	1.20	— 1.25
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Mustard, natural .....	lb.	—	— 20.00
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Petale .....	oz.	10.00	— 30.00
Artificial .....	lb.	—	— 3.25
Nutmeg, U.S.P. ....	lb.	1.00	— 1.10
Orange, bitter .....	lb.	1.80	— 2.25
Sweet, West Indian .....	lb.	2.00	— 2.25
Italian .....	lb.	3.00	— 3.10
Origanum, Imitation .....	lb.	.30	— .33
Patchouli .....	lb.	10.00	— 11.00
Pennyroyal, domestic .....	lb.	—	— 1.75
Imported .....	lb.	1.20	— 1.30
Peppermint, Natural, tins .....	lb.	1.75	— 2.00
Redistilled, U.S.P. ....	lb.	2.00	— 2.15
Japanese .....	lb.	—	— 1.20
Petit Gras, So. America .....	lb.	—	— 2.25
French .....	lb.	—	— 10.00
Pinus Sylvestris .....	lb.	—	— 1.75
Pumillo .....	lb.	—	— 4.50
Rose, French .....	oz.	—	— 10.00
Bulgarian .....	oz.	7.50	— 9.25
Artificial .....	oz.	2.50	— 2.75

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Rosemary, U.S.P. ....	lb.	.55	— .60
Tech. ....	lb.	.42	— .45
Sandalwood, East Indian....	lb.	—	7.25
West Indian ....	lb.	4.00	— 4.25
Sassafras, natural ....	lb.	1.00	— 1.10
Artificial ....	lb.	.51	— .53
Savin ....	lb.	—	5.00
Spearmint ....	lb.	2.75	— 3.00
Spruce ....	lb.	—	.75
Tansy, Amer. ....	lb.	—	7.50
Tar, bbls. ....	gal.	.28	— .30
Refined, U.S.P., cans....	gal.	—	1.00
Thyme, red, U.S.P. ....	lb.	1.00	— 1.10
White, U.S.P. ....	lb.	1.20	— 1.25
Vetiver, Bourbon ....	lb.	5.00	— 5.50
Wine, heavy ....	lb.	—	3.00
Wintergreen, sweet birch....	lb.	2.25	— 2.50
Genuine Gautheria ....	lb.	4.50	— 5.00
Synthetic, U.S.P., bulk....	lb.	—	.40
Wormseed Baltimore ....	lb.	4.00	— 4.50
Wormwood Dom. ....	lb.	11.75	— 12.50
Ylang Ylang, Bourbon....	lb.	12.00	— 14.00
Manila ....	lb.	25.00	— 30.00
Artificial ....	lb.	—	10.00

## Oleoresins

Aspidium (Malefern) ....	lb.	4.00	— 4.25
Capsicum ....	lb.	3.00	— 3.25
Cubeb ....	lb.	7.00	— 7.50
Ginger ....	lb.	3.00	— 3.30
Malefern ....	lb.	4.00	— 4.25
Mullein (so-called) ....	lb.	—	5.00
*Orris, domestic ....	lb.	—	20.00
Imported ....	lb.	—	22.00
Pepper, black ....	lb.	—	6.00
Vanilla ....	lb.	8.75	— 10.00

## Perfumers' Sundries

Ambergris, black ....	oz.	—	— 8.00
Ambergris, gray ....	oz.	—	— 25.00
Chalk, precipitated ....	lb.	.02½	— .03½
Civet ....	oz.	2.75	— 3.00
Lanolin hydrous ....	lb.	.12	— .13
Lanolin anhydrous ....	lb.	.16	— .17
Musk Cab., pods....	oz.	16.00	— 17.00
Musk, Cab., grains....	oz.	25.00	— 27.00
Musk, Tonquin, grains....	oz.	33.00	— 35.00
Musk, Tonquin, pods....	oz.	18.00	— 20.00
Orris Root, Florentine, wholelb.	oz.	.09	— .10
Verona ....	lb.	.06	— .07
Powdered, Gran. ....	lb.	.08	— .12
Rice Starch ....	lb.	.15	— .16
Talc, Italian ....	ton	45.00	— 46.00
Talc, French ....	ton	27.00	— 28.00
Talc, domestic ....	ton	18.00	— 20.00

## Aromatic Chemicals

Natural Derivatives			
Anethol ....	lb.	—	— 1.75
Borneol ....	lb.	—	— 3.50
Citronellol ....	lb.	10.00	— 15.00
Citral ....	lb.	3.75	— 4.00
Eucalyptol ....	lb.	.88	— .90
Eugenol ....	lb.	3.25	— 3.50
Geraniol ....	lb.	2.00	— 3.50
Iso-Eugenol ....	lb.	5.00	— 5.25
Linolool ....	lb.	6.50	— 7.00
Menthol ....	lb.	4.75	— 4.85
Rhodinol ....	lb.	15.00	— 18.00
Safrol ....	lb.	.72½	.75

## Synthetic Aromatics

Acetophenone, C.P. ....	lb.	3.50	— 4.00
Amyl Butyrate ....	lb.	—	— 2.50
Amyl Salicylate ....	lb.	1.25	— 1.35
Anisic Aldehyde ....	lb.	—	— 6.00
Benzaldehyde, U.S.P. ....	lb.	1.25	— 1.40
Free From Chlorine....	lb.	1.60	— 1.80
Benzyl Acetate ....	lb.	1.25	— 1.50
Benzyl Alcohol ....	lb.	1.25	— 1.50
Benzyl Benzoate ....	lb.	.90	— 1.00
Bromstyrol ....	lb.	—	— 6.25
Cinnamic Acid ....	lb.	—	— 3.00
Cinnamyl Aldehyde ....	lb.	—	— 4.50
Citronellal ....	lb.	—	— 2.50
Coumarin ....	lb.	—	— 3.75
Resale ....	lb.	—	— 3.75
Diphenyloxide ....	lb.	.80	— .90
Ethyl Cinnamate ....	lb.	4.75	— 5.00
Geranyl Acetate ....	lb.	5.50	— 6.00
Heliotropin ....	lb.	—	— 3.00
Indol, C. P. ....	oz.	—	— 10.00
Linalyl Acetate ....	lb.	9.50	— 10.00
Linalyl Benzoate ....	lb.	—	— 17.00
Methyl Anthranilate ....	lb.	4.50	— 4.75
Methyl Cinnamate ....	lb.	—	— 6.00
Methyl Paracresol ....	lb.	10.00	— 12.00
Methyl Salicylate ....	lb.	—	— .40
Resale ....	lb.	—	— .36
Mirbane, rect., drums extra....	lb.	.11	— .12
Musk Ambrette ....	lb.	19.00	— 20.00
Musk Ketone ....	lb.	—	— 15.00
Musk Xylene ....	lb.	2.50	— 3.00
Nerolin ....	lb.	—	— 2.50
Phenylacetalddehyde ....	lb.	0.00	— 11.00
Phenylacetic Acid ....	lb.	4.00	— 4.25
Phenylethylalcohol ....	lb.	7.50	— 8.50
Terpineol, C. P. ....	lb.	.45	— .60
Vanillin ....	oz.	.60	— .65
Violet, artificial (Ionone) ....	lb.	—	— 8.00
Yara Yara Crystals....	lb.	—	— 2.50

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**AMMOPRIN**—10 cs., H. A. Metz Co., Rotterdam  
**ANTHRACENE RESIDUES**—183 cks., R. F. Murphy & Co., Rotterdam  
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**BARIUM SALTS**—Carbonate, 82 cks., Superfos Co., Hamburg; Chloride, 83 cks., Order, Hamburg; 4 bbls., Schulz & Rückgaber, Hamburg  
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**BRONZE POWDER**—37 cs., Ladenburg Vennmon & Co., Bremen; 21 cs., B. F. Drakenfeld Co., Bremen  
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**COLORS**—3 cks., Hensel, Bruckman & Lorbacher, Bremen; 14 cks., A. Klipstein & Co., London; 77 bbls., A. Hurst & Co., Hamburg; 2 cks., Standard Textile Products Co., London; 2 cs., Order, London; 306 cs., Ciba Co., Havre; 74 cks., Textile Alliance, Havre; 3 cks., H. A. Metz Co., Rotterdam; 28 cs., David Schwartz Co., Rotterdam; 12 cks., 67 pkgs., Textile Alli-  
ance, Inc., Rotterdam; 1 csk., National City Bank, Rotterdam; 3 cks., H. A. Metz Co., Rotterdam; 4 cks., Kuttroff, Pickhardt Co., Rotterdam  
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**FERRO TUNGSTEN**—100 cs., C. Tennant Sons & Co., Liverpool  
**FLOWERS-Dried**, 7 bls., A. Gaidan Freres, Marseilles; **Lavender**, 17 bls., S. B. Penick & Co., Marseilles  
**GELATIN**—75 bbls., 200 bbls., Order, Marseilles; 190 cks., H. A. Sinclair, Rotterdam; 21 cs., P. C. Zulke, Rotterdam  
**GLADBER SALT**—150 bgs., Guaranty Trust Co., Hamburg; 500 bgs., Order, Hamburg  
**GLUE**—50 bgs., Canada Glue Co., Hull; 20 bbls., Bank of New York, London; 1 cse., Order, London; 20 bbls., Pfaltz & Bauer, Havre  
**GUMS**—4 cs., Lunham & Moore, London; 71 bgs., Belize Commercial Co., Belize; 132 bgs., American Chicle Co., Belize; 2 cs., Eggers & Heinlein, Belize; **Ammoniacum**, 1 cse., S. B. Penick & Co., London; **Copal**, 86 bbls., Baring Bros. & Co., Singapore; 178 pkgs., France Campbell & Darling, Singapore; 1,229 bbls., Ned Handel Matty, Macassar; 374 bbls., Irving National Bank, Macassar; 255 bbls., Order, Macassar; **Damar**, 200 cs., Baring Bros. & Co., Singapore; 50 cs., Paterson, Boardman & Knapp, Singapore; 100 cs., Smith & Schipper, Singapore;

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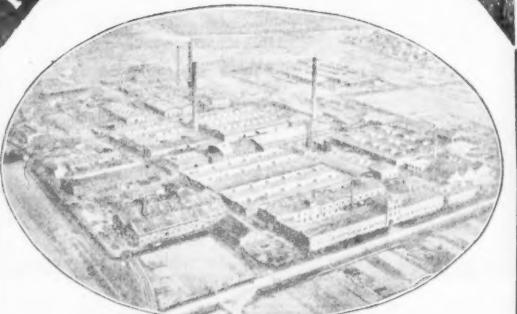
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- 20 cs., F. D'Alessio, Naples; 10 cs., Order, Naples; 25 cs., W. Hearn & Co., Marseilles; 485 cs., Pierce S. S. Co., Marseilles; 100 bbls., Old Monk Olive Oil Co., Nice; 100 cs., Nicelle Oil Co., Nice; 129 cs., Order, Marseilles; 100 bbls., Banque Commerciale Italiano, Marseilles; **Palm Kernel**, 48 cks., E. F. Jones Chemical Co., Hull; 73 cks., African & Eastern Corporation, Liverpool; 76 cks., Order, Liverpool; **Rape**, 20 bbls., E. H. Kellogg & Co., Hull; 715 bbls., Order, Hull; 100 bbls., Elbert & Co., Hull; 1,960 bbls., Vacuum Oil Co., Hull; 195 bbls., E. S. Kuh & Valk, Hull; **Wood**, 600 cks., D. Sasso & Co., Hankow; 926 cks., Jardine Matheson Co., Hankow; 595 cks., E. E. Shahmoon, Hankow; 1,000 cks., L. C. Gillespie Co., Hankow; 594 bbls., Order, Hamburg; 90 bbls., Order, London; 50 bbls., Bank of Manhattan, London; 450 cks., G. W. S. Patterson, Hankow
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- SEEDLAC**—5 chests, Order, Calcutta  
**SERUMS**—2 cs., United Fruit & Co., Havana; 1 cs., Parke, Davis & Co., Havana  
**SHELLAC**—400 bgs., Chase National Bank, Calcutta; 50 bgs., Mechanics & Metals National Bank, Calcutta; 300 cs., Order, London; 775 bgs., Order, Calcutta  
**SILVER SULFIDE**—1 ese., Mercantile Bank of America South Pacific Ports; 40 cs., H. J. Enthoven & Sons, South Pacific Ports  
**SOAP**—5 cs., Yardley & Co., London; 6 cs., Prichard & Constance, London  
**SODIUM SALTS**—224 bgs., Order, Hamburg; **Ash**, 478 bgs., Globe Shipping Co., Rotterdam; **Bromide**, 15 cs., E. Lilly & Co., Hamburg; 10 cs., Order, Hamburg; **Borate**, 67 cks., Schulz & Rückgaber, Hamburg; **Bisulfite**, 54 drs., Roessler & Hasslacher Chem. Co., Rotterdam; **Chlorate**, 100 cks., Superval Co., Hamburg; **Cyanide**, 72 cs., C. Hardy & Rupert, Havre; **Hydrosulfite**, 40 cks., H. A. Metz & Co., Rotterdam; **Prussiate**, 30 cks., Order, Liverpool; **Sulfide**, 123 bbls., Order, Antwerp  
**SPICES**—**Cassia**, 300 cs., W. Tappenback, Hongkong; **Cinnamon**, 150 bbs., Order, Colombo; **Ginger**, 100 bgs., E. Benneche Bros., Hongkong; 25 cks., Huuykhaver Bros., Hongkong; 50 cks., T. M. Duché & Sons, Hongkong; **Nutmegs**, 14 cs., Order London; 354 cs., Equitable Trust Co., Rotterdam; 600 cs., Pacific Trading Corporation, Rotterdam; **Pepper**, 168 bgs., E. Boustead & Co., Singapore; 4 bgs., Order, London; 1,981 bgs., Order, Batavia; 600 bgs., Irving National Bank, Batavia  
**SULPHURIC PRECIPITATE**—1 bbl., Mallinckrodt Chemical Works, Barbados  
**TARTAR**—224 cks., Tartar Chemical Works, Marseilles; 188 bgs., C. Pfizer & Co., Alton; **Cream**, 150 cks., W. Neuberg, Rotterdam  
**UPFA**—55 pkgs., Kuttroff, Pickhardt Co., Rotterdam  
**WAX**—10 cs., Iscogn Chemical Co., Hamburg; **Bees**, 83 cs., Knauth, Nachod & Kuhne, Rotterdam; **Mineral**, 50 bgs., O. E. Stege, Hamburg  
**WHISKEY**—500 cs., American Druggists Syndicate, Glasgow  
**WINE, MEDICINAL**—114 cs., A. D. Shaw & Co., London; 1,000 cs., J. Wile Sons Co., Havre; 800 cs., J. Wile Sons Co., Rotterdam; 250 cs., American Druggists Syndicate, Rotterdam  
**ZINC SALTS**—**Sulfide**, 1 csk., C. A. Sykes, London; **White**, 100 bbls., Reichard Coulston, Marseilles; 100 bbls., Order, Marsonville

### TESTING AMERICAN CLAYS

The investigation of white clays east of the Mississippi river has been practically completed at the Ceramic Experiment Station of the United States Bureau of Mines, at Columbus, O. In the course of the investigation, screen analyses and determinations of viscosities, sedimentation, elutriation, fusion temperatures, and color developed during firing were made.

The results indicate that none of the clay samples were similar to English china clay, which under the microscope is seen to be composed largely of plate-like particles, whereas the American clays, particularly secondary kaolins, contain more or less irregular or amorphous particle. The primary kaolins from North Carolina resembles English clay more closely in physical appearance than other clays, but have a much coarser grain and contain more free silica than English clay.

### FINDING USES FOR BENTONITE

Numerous important industrial uses for a little-known mineral, bentonite, are suggested by the Bureau of Mines, in view of the unusual physical and chemical properties possessed by this material. The name bentonite has been applied to a group of clay-like materials characterized by an alkaline oxide and alkaline earth content of 5 to 10 per cent, fine grain size, high absorptive powers, and usually very strong colloidal properties. Bentonite probably represents no mineral of fixed composition, and its physical properties vary considerably.

The material from Wyoming is light yellow or greenish yellow in color, but from other localities it may be cream colored, white, gray, pink, dark brown or even black. The appearance may be dull or powdery, but a freshly cut surface usually has a waxy luster.

***Books of Trade Interest***

HIDES AND SKINS AND THE MANUFACTURE OF LEATHER.  
By James Paul Warburg. Paper cover, 78 pages. Published  
by the First National Bank of Boston.

The research and service departments of banks in the large cities have developed to such an extent in recent years that it is no longer a surprise to receive a volume which rivals the work of publishing houses which have heretofore had a monopoly on the book business. The author, James Paul Warburg, who is assistant cashier of the First National Bank of Boston, modestly uses the subtitle, "A Layman's View of the Industry." He has given the trade a book in four parts and twenty chapters, covering the raw material, manufacture of sole leather, upper shoe and dressing leather, and the economic distribution, imports and exports, and marketing prices. More than 35 halftone illustrations, many of them full page size, and chosen to show working conditions under which leather is made, give the leather salesman splendid talking subjects to interest his customer. The bank adds six salient points about the relation of the First National to the shoe and leather industries.

ECONOMIC HISTORY OF THE UNITED STATES. By Thurman W. Van Metre, associate professor in Columbia University. 8 vo., 672 pages. Henry Holt & Co., New York.

When George III dismissed William Pitt and selected Lord Bute, one of the King's staunchest friends, as Pitt's successor, the British debt was £130,000,000, and the new minister turned to the American Colonies as a source of revenue to meet the interest charges. Then came the Revolution against taxation without representation, and the new policy which developed into protective tariffs, a system for internal improvements, industrial and commercial expansion, a new currency and banking system, occupation of the Great West, large scale production in manufacturing, followed by industrial combinations and Government regulation.

Prof. Van Metre has treated each of these subjects in separate chapters, from the historical point of view, and at the end of each chapter is a questionnaire which serves to refresh the memory of the reader or student according to the use made of the book. The work is profusely illustrated. A study of the panics of 1837, the financial crisis which covered the period following the Civil War, 1865 to 1873, and the panic of 1893, are of particular interest at this time of depression in business.

BLEACHING: A resume of the important researches on the industry published during the years 1908-1920. By S. H. Higgins, Head of Research Department, Bleachers' Association. Being No. XVI of the Economic Series of the publications of the University of Manchester. 8 vo., 137 pages. Longmans, Green & Co., New York, 1921.

A review of the published researches on fibers, their constitution, and bleaching for the twelve year period ending 1920. The matter contained is not presented as a treatise on the subject of bleaching but rather as an addendum to works of that character already published. It is designed more especially for the chemist interested in the subject and does not go into plant practices.

The directors of Brunner Mond & Co., Ltd., announce an interim dividend of 2½ per cent, less tax. For the corresponding period of the previous year the distribution was at the rate of 10 per cent, less tax.

The Vesey Street Auction Salesrooms sold 1075 shares of New Idria Quicksilver Mining Co., last week for \$250 for the lot.

The United Vegetable Oil Refinery, Brooklyn, has been merged with the Federal Cocoanut Refinery Co.

**CALLS FOR ACTION ON OPIUM TRAFFIC**

**(Special to DRUG AND CHEMICAL MARKETS)**

Washington, D. C., Dec. 14—Representative Kahn of California has introduced a joint resolution in the House "For the suppression of the manufacture and transportation of opium and other habit-forming drugs." The resolution which has been referred to the House Committee on Foreign Affairs is as follows:

"Whereas on account of the World War a large number of the nations of the world were involved between August 1, 1914, and November 11, 1918; and

"Whereas many of the warring nations had signed an agreement at the Hague on January 23, 1921, for the suppression of the manufacture or transportation of morphine, opium, cocaine, and their respective salts; and

"Whereas since the World War the manufacture and transportation of said habit-forming drugs into China through the post-office has resulted in a large increase in the use of these habit-forming drugs; Therefore be it

"Resolved by the Senate and House of Representatives of the United States of America in Congress assembled, that it is the sense of the Congress of the United States that every effort should be made by the Government of the United States to induce every civilized nation to prevent the manufacture and transportation of opium, morphine, cocaine, and other habit-forming drugs, together with their respective salts or other derivatives.

"That the American delegates to the Conference on the Limitation of Armaments be requested to call The Hague agreement to the attention of all delegates to said conference that shall take up as speedily as possible the thorough suppression of the manufacture and transportation of opium, morphine, cocaine, and other habit-forming drugs, together with their respective salts and other derivatives."

**H. W. COLE ON COMMERCIAL BRIBERY**

Speaking of the bill to curb commercial bribery introduced by Congressman Volstead of Minnesota, H. W. Cole, president of the Insecticide and Disinfectant Manufacturers Association, said at a meeting of the Association that he believed it would do more to stamp out the vicious practice than the joint action of all trade bodies working together. Mr. Cole continued:

"Some of our members are admittedly guilty of giving premiums with sales of disinfectants and insecticides. They do not consider the custom as coming under the head of graft. Nevertheless they must admit that giving the premium or promising to give it in exchange for an order certainly influences the mind of the buyer, particularly if that which is offered has any real or fancied value. In such instances I doubt very seriously if the recipient of the gift gives much if any consideration to the quality of the product he is asked to buy. It necessarily follows that if the cost of the gift is included in the sales price the purchase figure must be greater than the value of the product or that the manufacturer or distributor to secure the order on a competitive basis must sacrifice quality. We are all entitled to draw our own conclusions.

"Why is it that salesmen of certain concerns selling disinfectants and insecticides will carry trunks of premiums from which the prospective buyer is asked to make a selection? Does any one of you question the statement that it makes it practically impossible to sell reputable goods to a buyer who will stoop to such practices? Is it not true that the next salesman in the field to sell to this same man or set of men will have to offer a still greater inducement to get the business?"

Thirty shares of the Swan and Finch Co. were sold at the Vesey St. Auction Salesrooms, last week, for \$38.

DECEMBER 14, 1921]

## DRUG &amp; CHEMICAL MARKETS

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**Patents**

Copies of patents may be obtained as follows: United States, 10 cents each; send to United States Patent Office, Washington, D. C.; French, one franc; send to M. M. Belin et Cie, 56 Rue des Frances-Bourgeois, Paris, for patents of the years 1902-1907, and to L'Imprimerie Nationale, 88 Rue Vieille du Temple, Paris, for patents of later date. German, one mark; send to Patent Office, Berlin. British, eight pence; send to Patent Office, London. Postage must be sent for British patents. Stamps are not accepted in payment for U. S. patents. In ordering patents, the number, name of patentee and subject of invention must be stated.

**Granted October 25, 1921.**

- 1,394,531—Leonce Barbe, St. Maurice, France. A process for granulating cyanamid.  
 1,394,556—Whitney B. Jones, Newark, N. J. A process of making nitrodiazole compounds.  
 1,394,610—Judson A. De Cew, Mount Vernon, N. Y. Rosin Product.  
 1,394,752—George W. Miles, Sandwich, Mass. Method of treating cellulose acetate and the product thereof.  
 1,394,823—Armin Grob, Basel, Switzerland. Green acid dyestuffs containing chromium and process of making same.  
 1,394,851—Arthur Luttinghaus, Manheim, and Ludwin Eiffhaender, Ludwigshafen-on-the-Rhine, Germany. Manufacture of anthraquinone derivatives and new products resulting therefrom.  
 1,394,978—Clinton E. Dolbar, Los Angeles, Calif. A process for recovering potassium compounds from brines containing the compounds.

**Granted November 1, 1921.**

- 1,395,401—Henry Dreyfus, London, England. Manufacture of solutions, preparations, or compositions having a basis of cellulose acetate.  
 1,395,577—Olaf Jessen, Notodden, Norway. A process for the concentration of nitric acid.  
 1,395,684—Otto Liebknecht, Frankfort-on-the-Main, Germany. Manufacture of perborates.  
 1,395,685—Otto Liebknecht, Frankfort-on-the-Main, Germany. Manufacture of alkali-perborates.  
 1,395,729—Hermann Plauson, Hamburg, Germany. Manufacture of articles from proteins.  
 1,395,733—Adolf Romer, Stuttgart, Germany. Tanning.  
 1,395,940—Harry P. Bassett, Cynthiana, Ky. A process of recovering volatile solvents.  
 1,395,998—Ludwig Schmidt, Arth, Switzerland. A process for separating fatty acids from vegetable and animal fats.

**Granted November 8, 1921.**

- 1,396,008—Arthur A. Backhaus, Baltimore, Md. A process of producing organic acids.  
 1,396,018—Charles S. Bradley, New York, N. Y. Production of carbon.  
 1,396,058—James Henry Reid, Pittsburgh, Pa. A process for making carbid.  
 1,396,149—Ellis C. Soper, Chattanooga, Tenn. Treatment of phosphates.  
 1,396,232—Robert H. Pflugfelder, Chicago, Ill. Dealcoholizing apparatus.  
 1,396,483—Victor Villiger, Ludwigshafen-on-the-Rhine, Germany. Green dyestuff and process of making same.  
 1,396,557—Ivar Walfrid Cederberg, Lidings-Brevik, Sweden. A process of producing ammonia.  
 1,396,675—Thomas H. Wright, Los Angeles, Calif. A process of making potash alum.

**Granted November 15, 1921.**

- 1,396,878—Mark E. Putnam, Midland, Mich. Method of making cellulose esters.  
 1,397,181—Philip Poore, London, England. Distillation of wood, woody fiber, and similar carbonaceous substances.  
 1,397,264—Oscar Ludvig Christenson and Karl Iwan Mattias Gisiko, Stockholm, Sweden. A process of producing ammonium chlorides.

The Farmers' Mutual Phosphate Co., 1047-48 Lemcke Annex, Indianapolis, Ind., is to construct a plant at its properties located at Centreville, near Nashville, Tenn. The new addition will be known as Plant No. 3, and will operate with a daily capacity of about 300 tons of phosphate. A new mixing plant will be built on an Indiana site. The company has arranged for a bond issue of \$250,000, to carry out the plans. The Centreville plant, now operating with a 300-ton capacity, will soon be increased by the addition of a 100-ton operating unit, nearing completion.

The Frost Insecticide Co. of Arlington, Mass., is about to erect a new unit at its plant. The proposed building with machinery will cost \$40,000.

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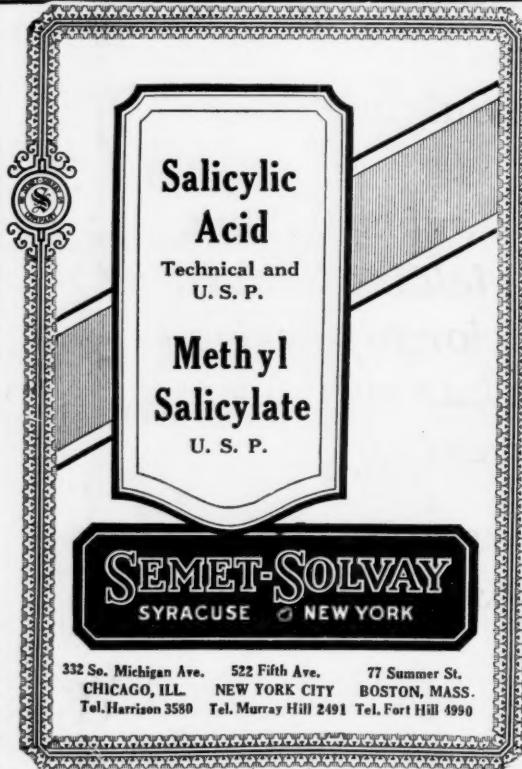
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